



# Creating Lasting Value

Investor Presentation – March 2022



NSE:SUNPHARMA | BSE:524715 |  
Bloomberg:SUNP IN | Reuters:SUN.BO

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# Contents



**1**

**Sun Pharma at a glance**

**2**

**Long-term Strategy**

**3**

**Global Specialty Initiatives**

**4**

**Revenue Composition, History & Acquisition Track Record**

**5**

**Business Operations, R&D, Manufacturing**

**6**

**Corporate Governance**

**7**

**Financials – P&L, Balance Sheet, Cash Flows & Ratios**

**8**

**Key Milestones Targeted**

# Sun Pharma at a glance



4<sup>th</sup> Largest Global Specialty Generic Company\*

US

- Ranked 9<sup>th</sup> in US Generics Market<sup>##</sup>

India

- No. 1 Pharma Company in India

Emerging Markets

- Amongst the largest Indian Pharma Company in Emerging Markets

Rest of World

- Expanding presence in Rest of World

Manufacturing Footprint

- 43 manufacturing sites across the world

Market Presence

- Presence in more than 100 countries across branded and generic markets

Employees

- 37,000+ global employee base

Quality Compliance

- Multiple manufacturing facilities approved by various regulatory authorities across the world including USFDA

R&D and Manufacturing

- Capabilities across dosage forms like injectables, sprays, ointments, creams, liquids, tablets and capsules

Addressable Segments

- Specialty products, branded generics, complex generics, pure generics & APIs

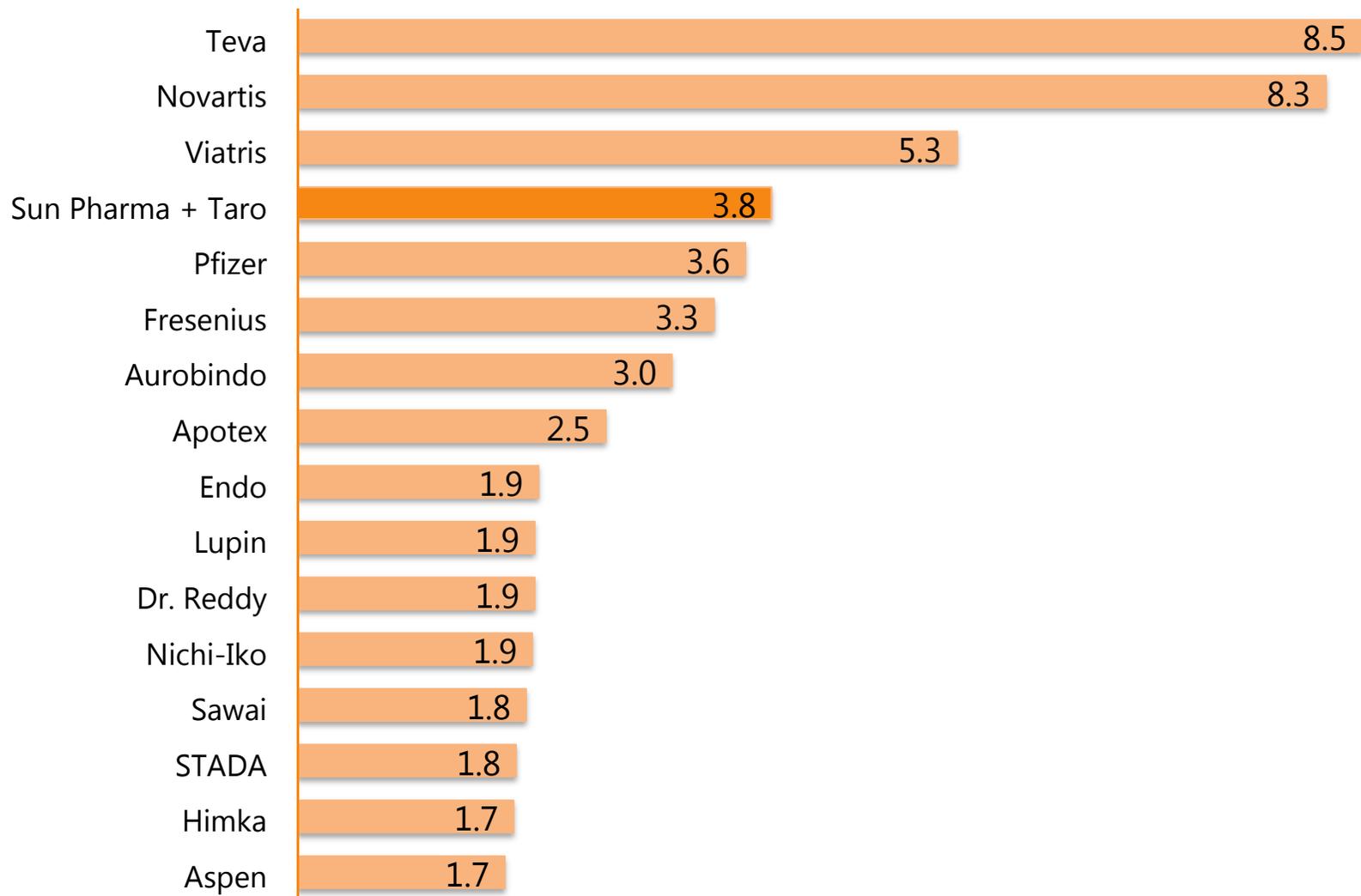
\*Source: Evaluate Pharma Estimates for 12 months ended Dec 2020

<sup>##</sup> Source: IQVIA data for 12 months ended Dec 2021

# World's 4th Largest Specialty Generic Pharma Co



2020 Worldwide Generic Sales (US\$ in billions)



Source: Evaluate Pharma Estimates for 12 months ended Dec 2020

# Sun Pharma today

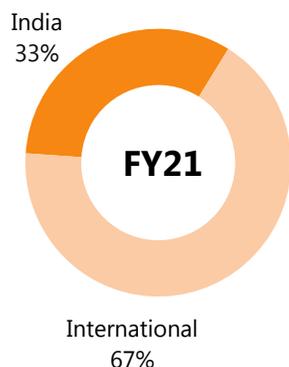


## US Formulations

- 9<sup>th</sup> largest generics company in US\* with a strong pipeline (88 ANDAs & 13 NDAs awaiting approval)
- Presence in Specialty branded & generics segments with more than 560 approved products
- FY21 sales: Rs. 100,921 mn

## India Branded Generics

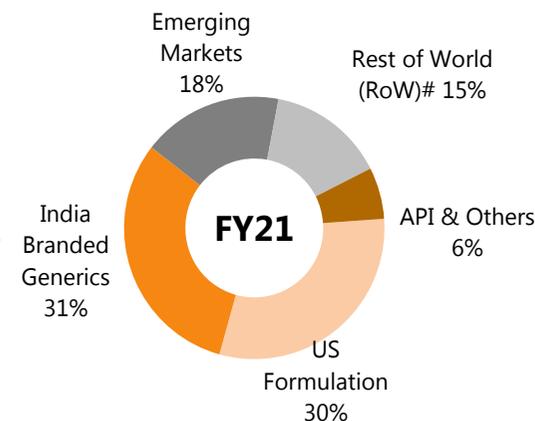
- No.1 ranked with 11 classes of doctor categories
- Leading position in high growth chronic therapies
- Specializes in technically complex products
- FY21 sales: Rs. 103,432 mn



Geographical sales split

- Market cap: US\$ 29 bn <sup>(1)</sup>
- Gross Sales: Rs. 332,331 mn
- EBITDA: Rs. 82,263 mn (24.8% margin)
- R&D Investment: 6.5% of Sales
- Globalized supply chain
- Strong balance sheet
- 54% owned by promoter group

Revenue Share



## Emerging Markets

- Presence in about 80 countries across Africa, Americas, Asia and Eastern & Central Europe
- Key focus markets – Romania, Russia, South Africa, Brazil & Mexico and complementary & affiliated markets
- FY21 sales: Rs. 57,840 mn

## Rest of World (RoW)

- Presence across key markets in Western Europe, Canada, Japan, Israel, A&NZ and other markets
- Product portfolio includes specialty products, differentiated offerings for hospitals, injectables & generics for retail market
- FY21 sales: Rs. 48,956 mn

Note:

(1) As of Mar, 17 2022 using spot exchange rate of INR /USD = 75.81

# Includes Western Europe, Canada, Japan, Australia & New Zealand, Israel and other markets.

All sales numbers in US\$ for 12 months ended March 31, 2021

\* Source: IQVIA data for 12 months ended December 2021

# Driving Sustainable Long Term Growth

- Enhance share of specialty business
- Achieve differentiation by focusing on technically complex products
- Focus on key markets – achieve critical mass
- Speed to market
- Ensure compliance with global regulatory standards
- Sustainability - Committed to Governance, Community Upliftment, Access to Affordable Healthcare & Environment Conservation

- Optimize operational costs
- Vertically integrated operations



- Increasing contribution of specialty and complex products
- Future investments directed towards differentiated products

- Use acquisitions to bridge critical capability gaps
- Focus on access to products, technology, market presence
- Ensure acquisitions yield high return on Investment
- Focus on payback timelines

# Our Specialty Portfolio



## Ilumya/ Ilumetri

- Indication - For plaque psoriasis
- Launched in US in October 2018 & in Australia in Dec-2018, Phased launch in Europe by Almirall starting December 2018 onwards
- Long term clinical data shows that the significant response rate seen in 52 & 64 weeks were maintained over five years
- Evaluating new indications for Ilumya - Phase-2 data shows potential to improve joint & skin symptoms of Psoriatic Arthritis. Commenced Phase-3 trials in 2020
- Out licensed to CMS for Greater China market & to Hikma for Middle East & North African markets
- Launched in Japan in September 2020 and in Canada in October 2021

## Cequa

- Indication - For dry eye disease
- Launched in US in October 2019
- Out-licensed to CMS for Greater China market in June 2019
- Launched in Canada in January 2022

## Winlevi

- For the topical treatment of acne vulgaris in patients 12 years of age and older
- Launched in US in November 2021

## Absorica LD

- Indication - For the treatment of severe recalcitrant nodular acne that cannot be cleared up by any other acne treatments, including antibiotics.
- Launched in US in February 2020

## Levulan Kerastick

- Indication – In combination with BLU-U (Blue Light Photodynamic Therapy Illuminator) for treatment of minimally to moderately thick actinic keratoses of the face, scalp, or upper extremities.
- Currently marketed in US for actinic keratosis

# Our Specialty Portfolio



## Odomzo

- Indication - For LABCC (locally advanced basal cell carcinoma)
- Currently marketed in US, Germany, France, Denmark, Switzerland, Australia and Israel

## Yonsa

- Indication - For metastatic castration resistant prostate cancer in combination with methylprednisolone
- Launched in US in May 2018

## Bromsite

- Indication - For prevention of ocular pain & treatment of inflammation following cataract surgery
- Launched in US in November 2016

## Xelpros

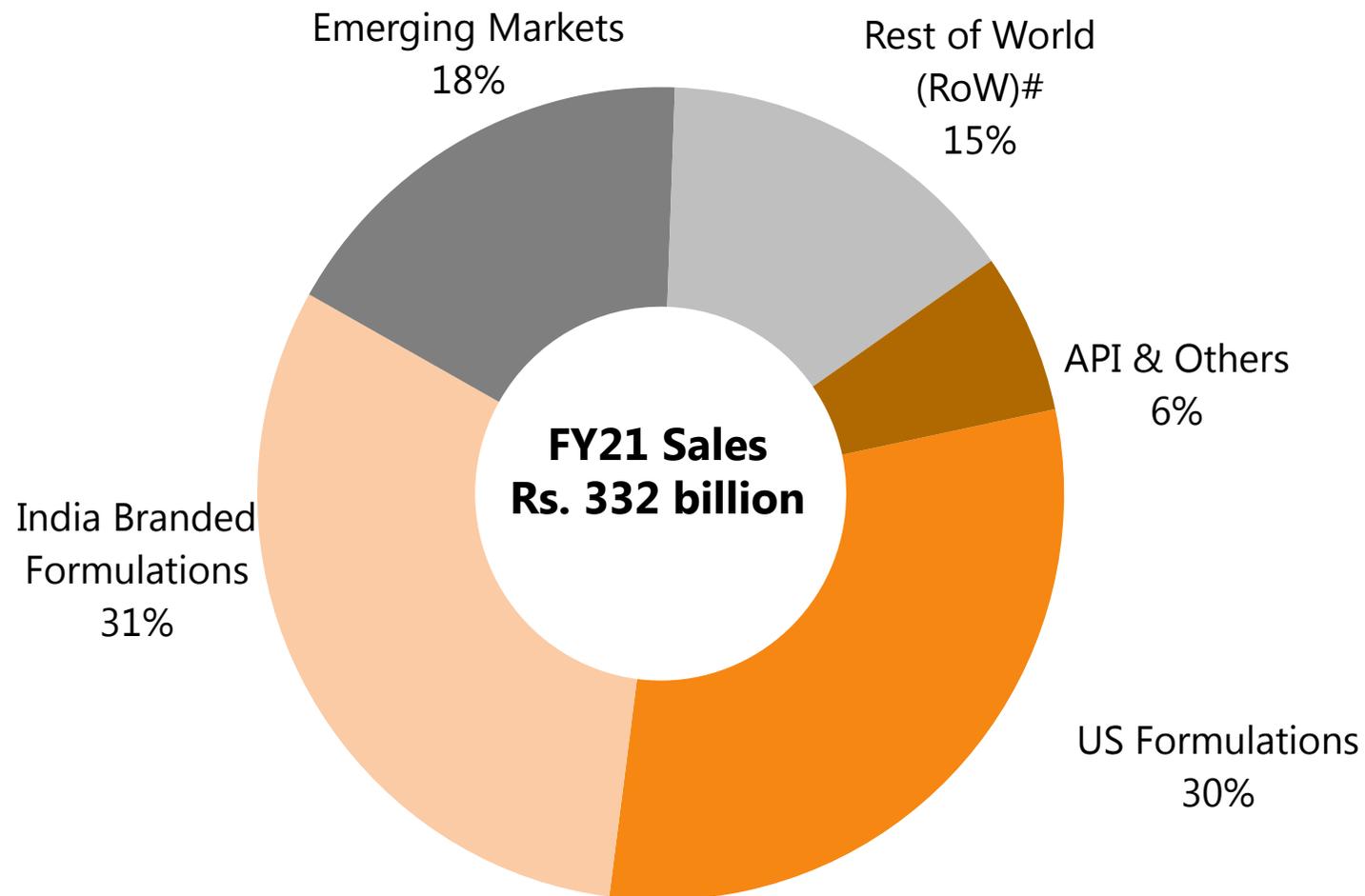
- Indication - For reduction of elevated IOP in patients with open-angle glaucoma or ocular hypertension
- BAK (Benzalkonium chloride) free form of latanoprost
- Launched In US in January 2019

## Sprinkle Portfolio

- Products using sprinkle technology for patients who have difficulty swallowing
- Sprinkle versions of metoprolol (cardiology), rosuvastatin (cardiology) & duloxetine (neuro-psychiatry) commercialized in US between 2018-2019
- Therapeutic solutions for long-term care (LTC) patients



# Highly Diversified Revenue Base



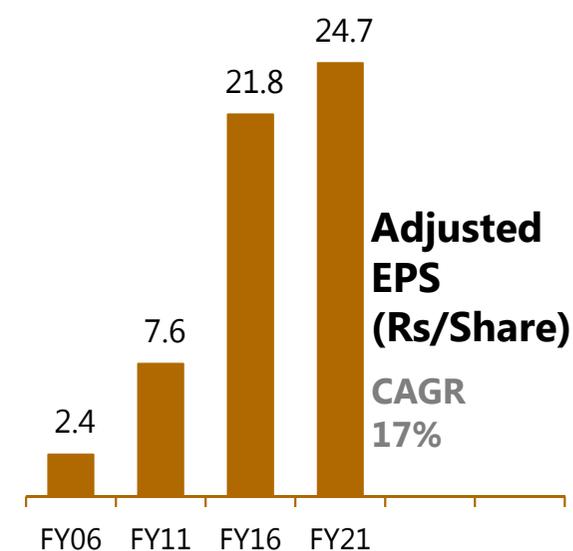
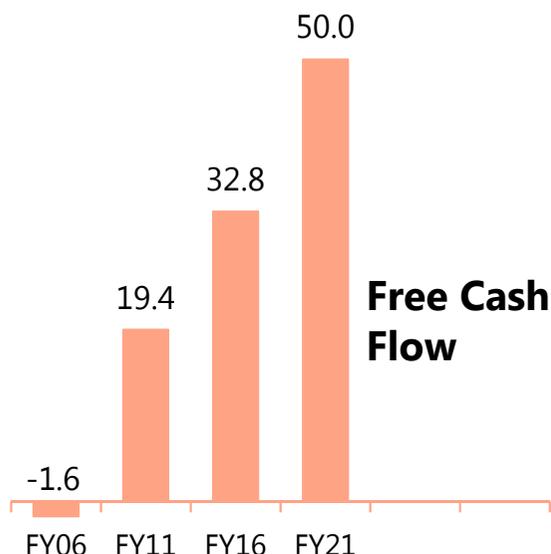
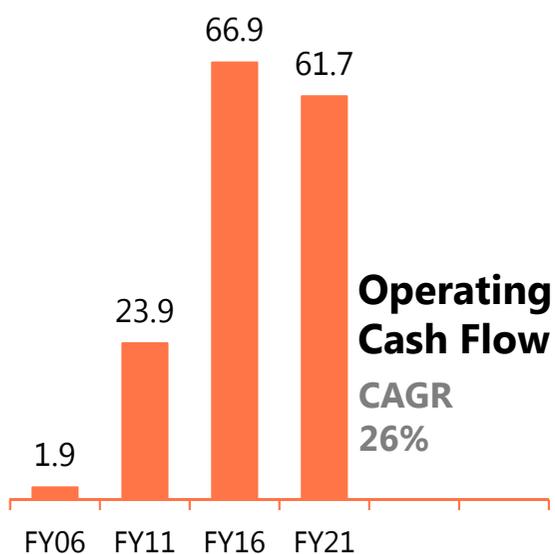
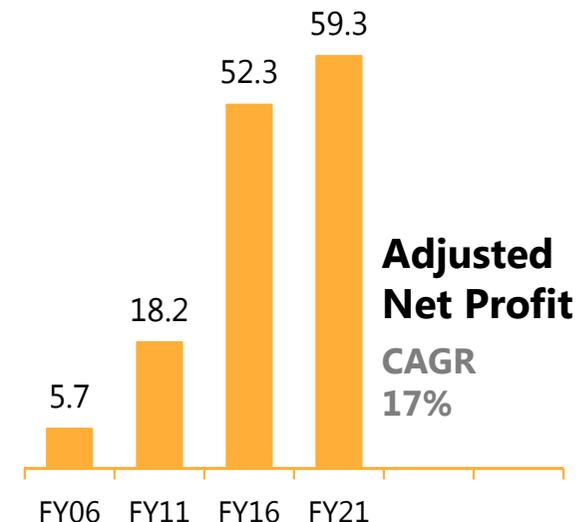
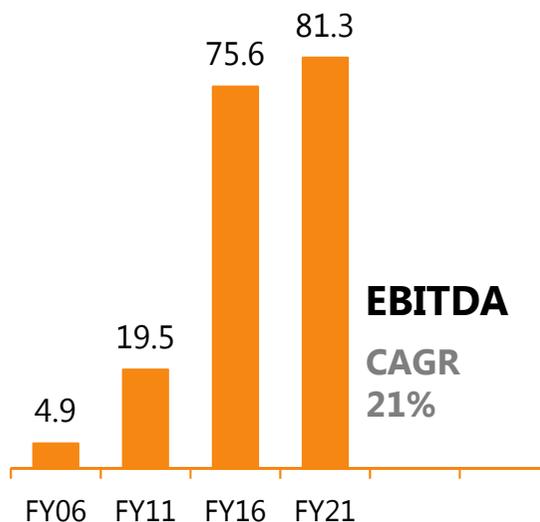
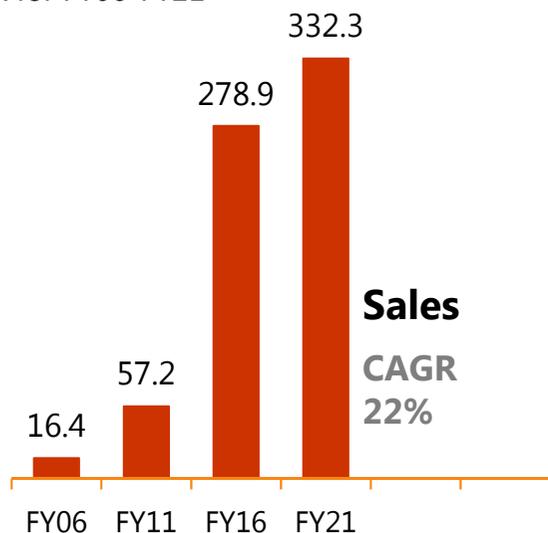
# Includes Western Europe, Canada, Japan, Australia & New Zealand, Israel and other markets.

# Impressive Track Record of Growth



(All Figures in Rs Billion)

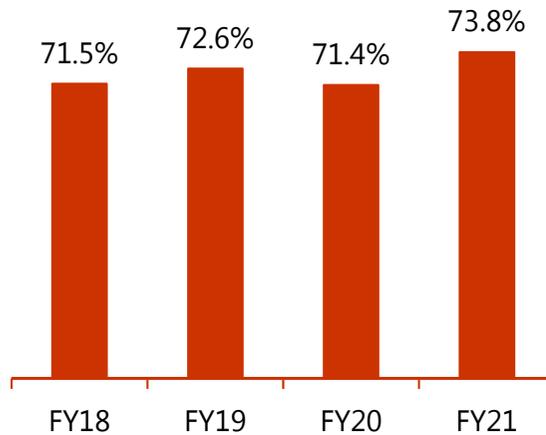
CAGR for FY06-FY21



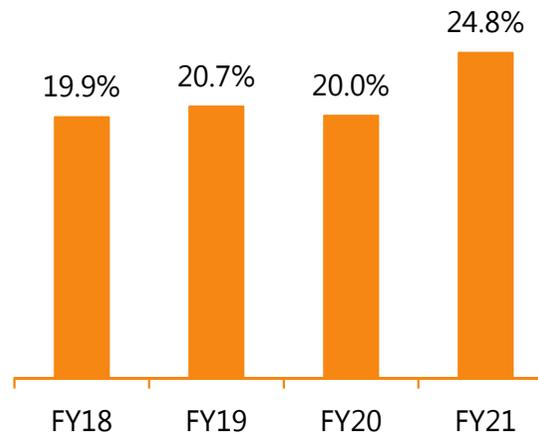
# Profitability and Return Ratios



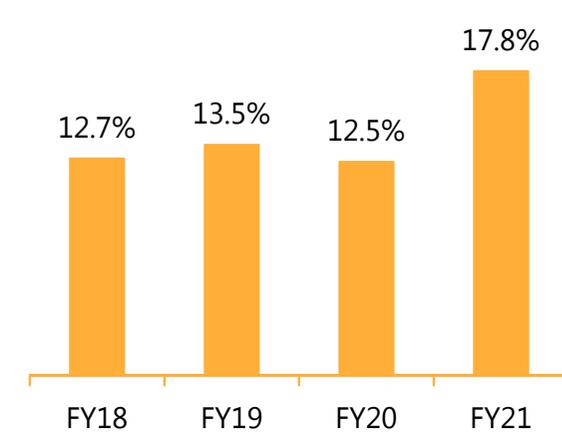
## Gross Margin #



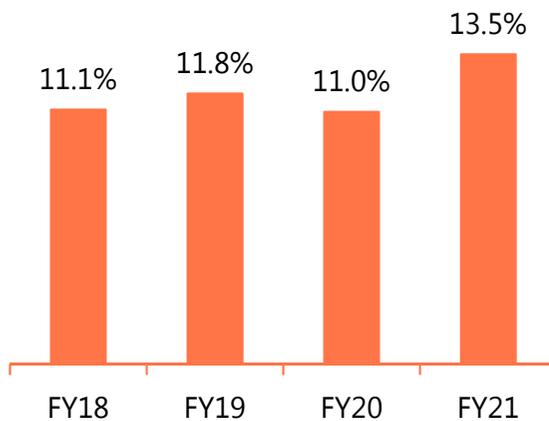
## EBITDA Margin



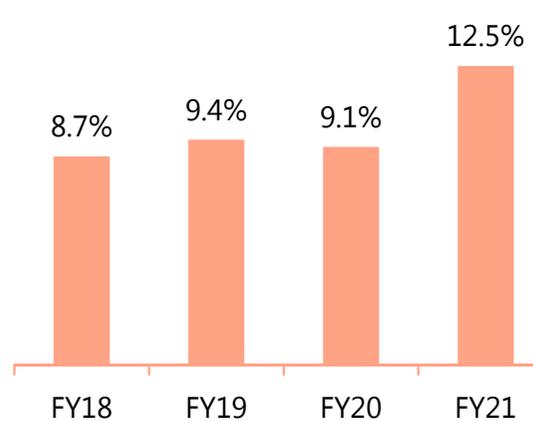
## Adjusted Net Profit Margin



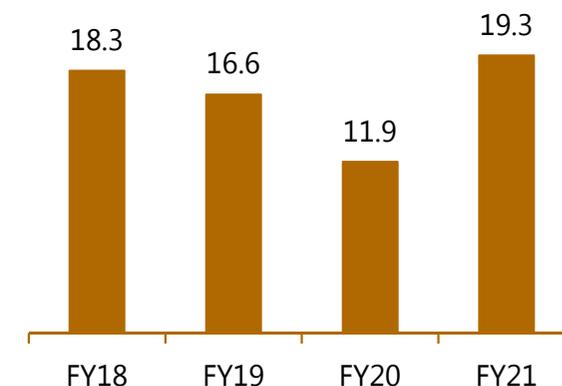
## ROCE



## ROE



## Market Cap (USD Bn)



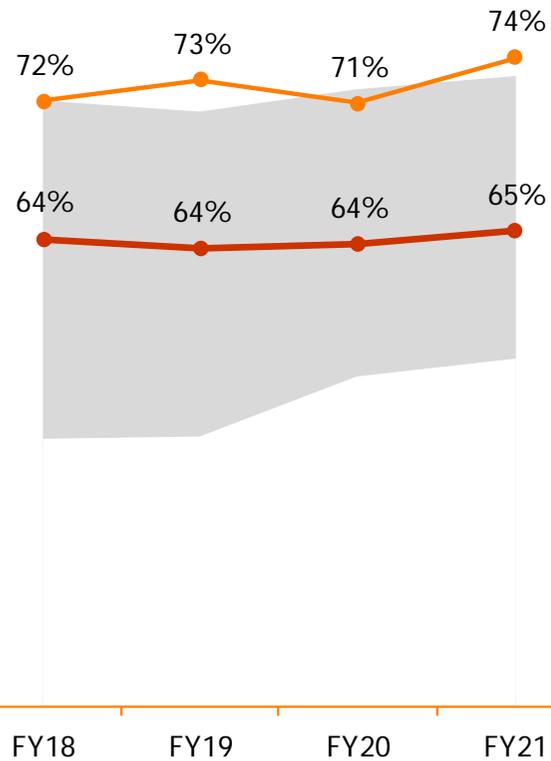
# Gross margin= (Sales - Material Cost)/Sales\*100  
 ROCE & ROE exclude one-time exceptional charges  
 ROCE = EBIT / Average of (Total Assets – Current Liabilities)  
 ROE = Net Profit / Average Shareholders Equity

(Market Cap as on 31st March )

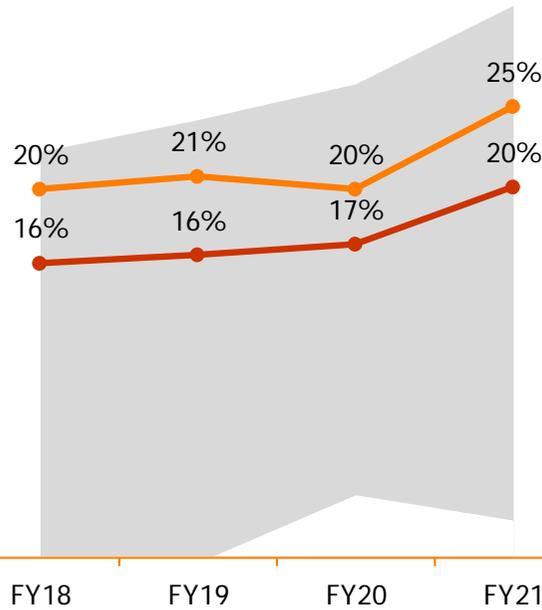
# Profitability



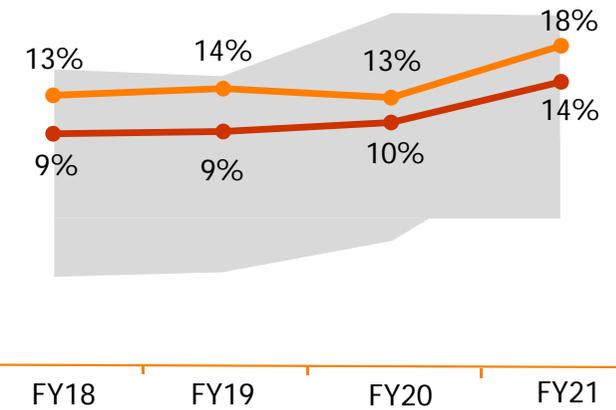
## Gross Margin



## EBITDA Margin



## Adjusted Net Profit Margin

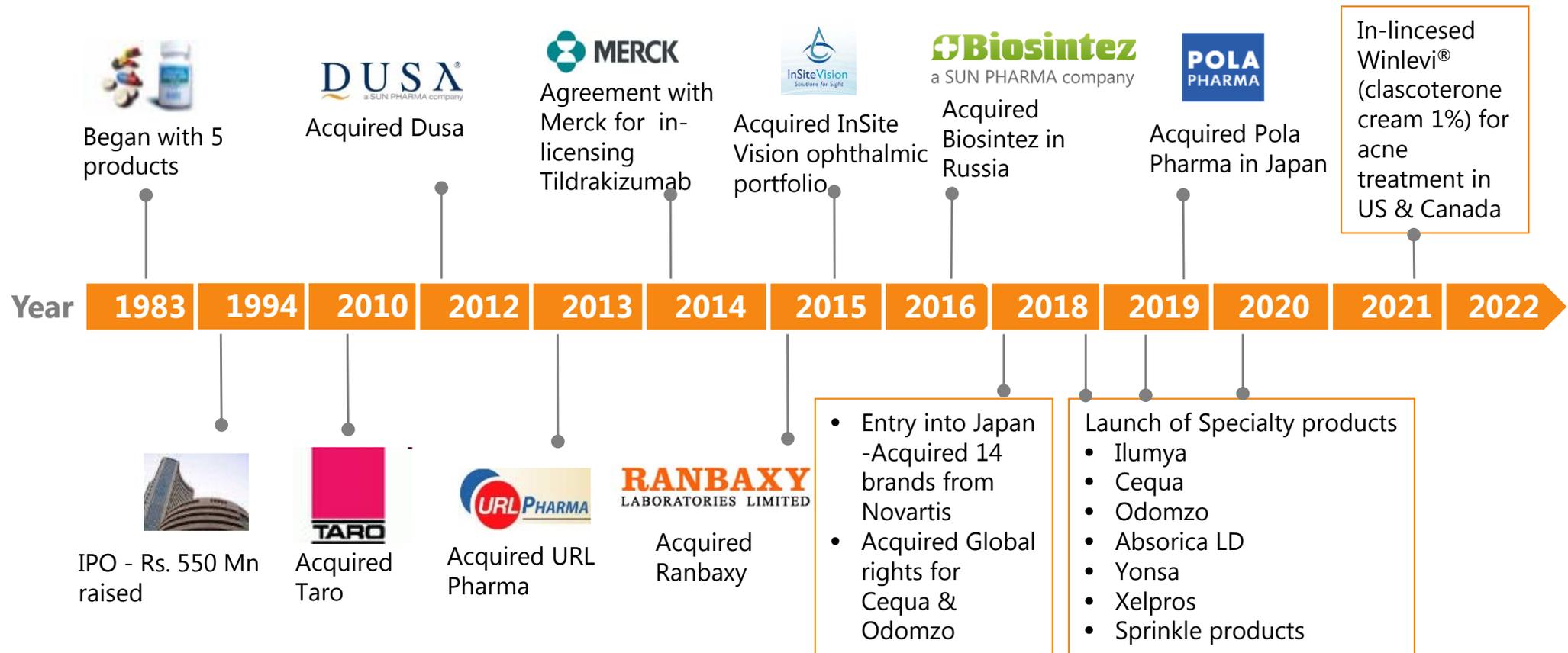


Gross margin= (Net Sales – Material Cost) / Net Sales \* 100

● Sun Pharma 
  Range of Top 9 Indian Pharma Cos. 
 ● Average

#Top 9 Indian Pharma company include Aurobindo, Cadila Healthcare, Cipla, DRL, Glenmark, Ipca, Lupin, Torrent and Wockhardt.

# Creating a Global Company



## Sun Pharma Today



37,000+ Global Employee Base



Invested ~Rs. 209 Bn in R&D till date (Since 1994)



Part of NSE Nifty & BSE Sensex in India



43 Manufacturing facilities in 6 Continents



67% of sales from international markets

# Key Deals & Rationale



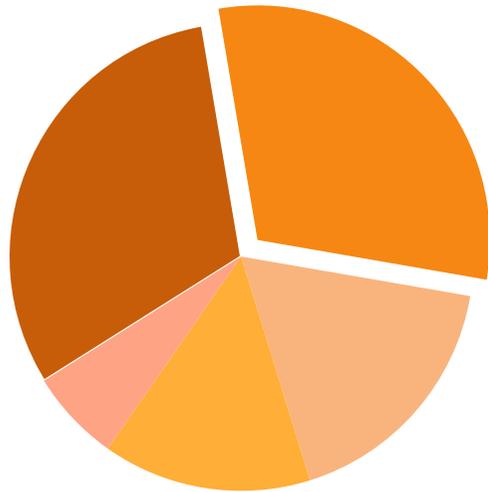
Year	Deals	Country	Rationale
2022	Taro (Sun's subsidiary company) acquired Alchemee Business from Galderma	US, Japan, Canada	Acquired the "Proactiv", "Restorative Elements" and "In Defense of Skin" brands. Strengthens Taro's OTC portfolio
2021	In-licensed Winlevi® (clascoterone cream 1%)	US & Canada	Topical treatment of acne vulgaris
2020	Exclusive licensing agreement with Himka for Ilumya	Middle East & North Africa	Registration and commercialization of the product in all Middle East & North Africa (MENA) markets.
2020	Licensing agreement with SPARC for SCD-044	Global	Potential treatment for psoriasis, atopic dermatitis & other auto-immune disorders
2020	In-licensed Triferic brand from Rockwell Medical Inc. (USA)	India	Expands nephrology portfolio in India - for treating anaemia in hemodialysis patients.
2019	Licensing agreement with Astrazeneca UK for ready-to-use infusion oncology products	Mainland China	Access to oncology market in Mainland China
2019	Licensing agreement with CMS for Tildrakizumab, Cequa & 8 generic products	Greater China	Access to Greater China market
2018	Acquired Pola Pharma in Japan	Japan	Access to Japanese dermatology market.
2016	Acquired global rights for Cequa & Odomzo	Global	Enhances specialty pipeline.
2016	Acquired Biosintez	Russia	Local manufacturing capability to enhance presence in Russian market
2016	Licensing agreement with Almirall for Tildrakizumab for Psoriasis	Europe	Access to European market for Tildrakizumab

# Key Deals & Rationale

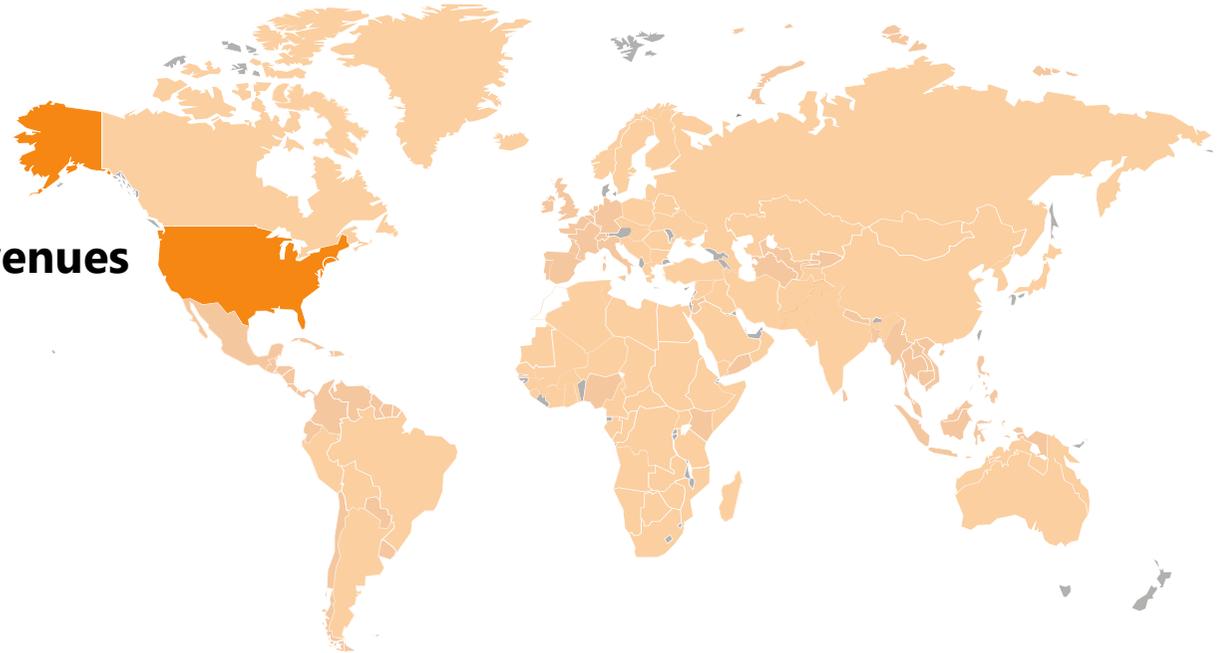


Year	Deals	Country	Rationale
2016	Acquired 14 brands from Novartis	Japan	Entry into Japan
2016	Distribution agreement with AstraZeneca	India	Distribution services agreement in India for brand "Oxra" & "Oxramet"® (brands of dapagliflozin, used for diabetes treatment)
2016	Distribution agreement with AstraZeneca	India	Distribution services agreement in India for brand "Oxra" & "Oxramet"® (brands of dapagliflozin, used for diabetes treatment)
2015	Acquired InSite Vision Inc.	US	Strengthens branded ophthalmic portfolio in U.S.
2015	Distribution agreement with AstraZeneca	India	Distribution services agreement in India for brand "Axcer"® (brand of ticagrelor, used for the treatment of acute coronary syndrome)
2015	Sun Pharma – Ranbaxy Merger	Global Markets	Strengthen position in the Global Generic Pharma Industry, No.1 Pharma Company in India & Strong positioning in Emerging Markets
2014	In-licensing agreement with Merck for Tildrakizumab a biologic for psoriasis	Global Markets	Strengthening the specialty product pipeline
2014	Acquired Pharmalucence	US	Access to sterile injectable capacity in the US
2012	Acquired DUSA Pharma, Inc.	US	Access to specialty drug-device combination in dermatology segment
2010	Acquired Taro Pharmaceutical Industries Ltd.	Israel	Access to dermatology generic portfolio Manufacturing facilities at Israel & Canada
1997	Acquired Caraco	Detroit, US	Entry into US Market

# US Business



**30% of Revenues**



# US Business at a glance



9<sup>th</sup> Largest Pharma Company in the US Generics Market \*

## Dermatology Segment

- Ranked 2<sup>nd</sup> by prescriptions<sup>##</sup> in the US dermatology market

## Comprehensive Portfolio\*\*

- Wide basket of 600 ANDAs & 66 NDAs filed and 512 ANDAs & 53 NDAs approved across multiple therapies

## Robust Pipeline\*\*

- 88 ANDAs & 13 NDAs pending approval with USFDA

## Market Presence

- Presence in branded, generics & OTC segments

## Flexible Manufacturing

- Integrated manufacturer with flexibility for manufacturing onshore/ offshore

## Dosage Forms

- Liquids, Creams, Ointments, Gels, Sprays, Injectable, Tablets, Capsules, Drug-Device combination

\*\*All data as of 31-Dec-2021

\* Source: IQVIA data for 12 months ended Dec 2021

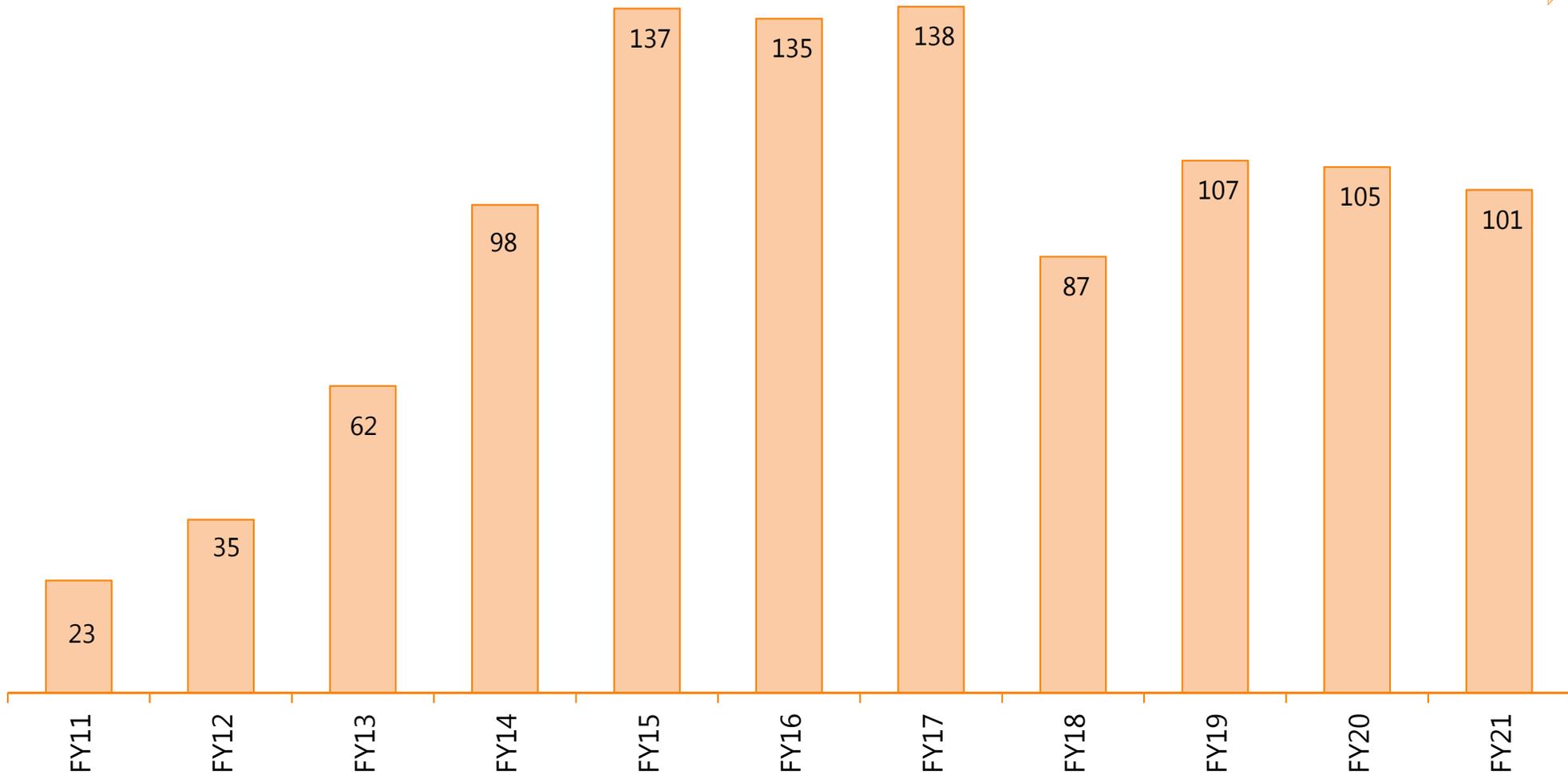
## Source: IQVIA data for 12 months ended Dec 2021

# US Business – Sales



Sales in Rs. billion

10 year CAGR - 16%



# Key Milestones in US



FY22

- Launched Winlevi® (clascoterone cream 1%) for topical treatment of acne vulgaris

FY21

- Presented long term clinical data for Ilumya & other clinical insights for Odomzo & Levulan at American Academy of Dermatology Conference
- Presented Pre-clinical data for GL0034 (GLP-1R agonist) at American Diabetes Association Conference

FY20

- Launched Cequa in US
- Launched Absorica LD in US in Feb-2020

FY19

- Launched Ilumya & Yonsa in US
- Received USFDA approval for Cequa
- Launched Xelpros in US
- Launched Ready-to-Infuse INFUGEM™

FY18

- Launched Odomzo in US
- US FDA approval for Ilumya

FY17

- Tildrakizumab filing in US & Europe
- Acquired Ocular Technologies giving access to Cequa, a product for dry eyes.
- Acquired Odomzo- branded oncology product from Novartis

FY13

- Acquired DUSA - Entry in branded specialty market

FY10

- Acquired Taro Pharma – Entry into US dermatology market

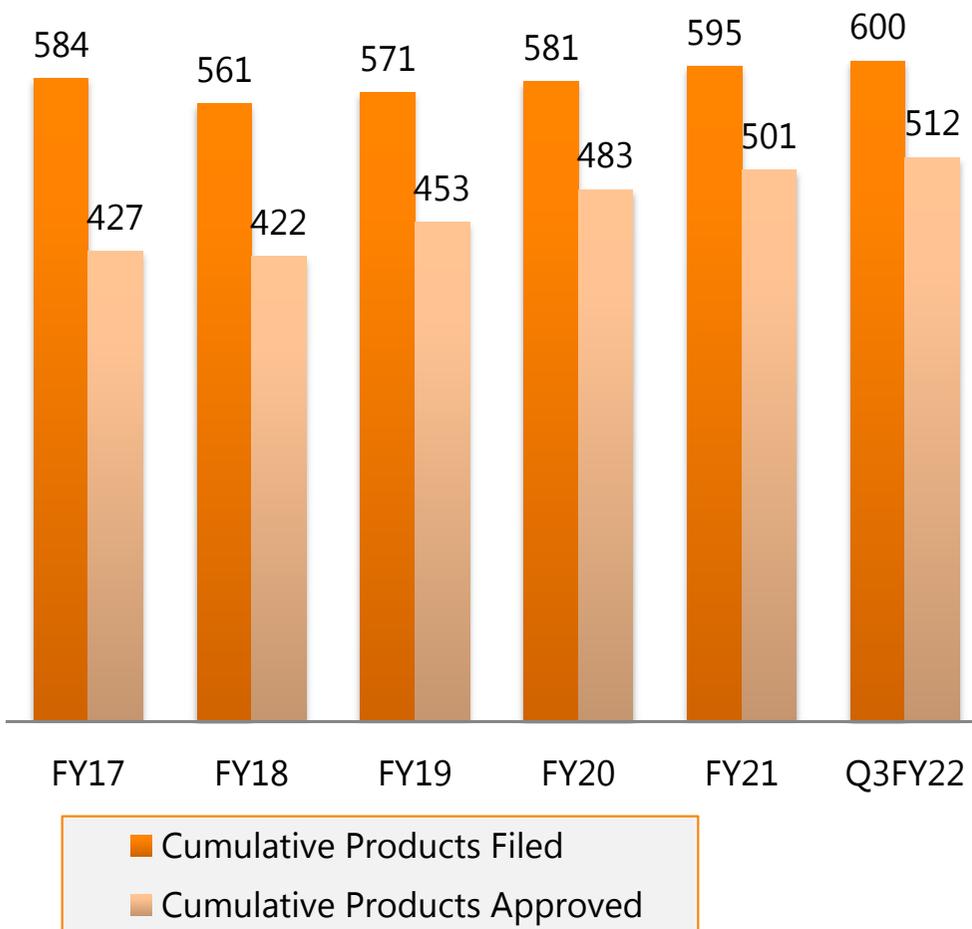
FY98

- Entry in US through Caraco acquisition

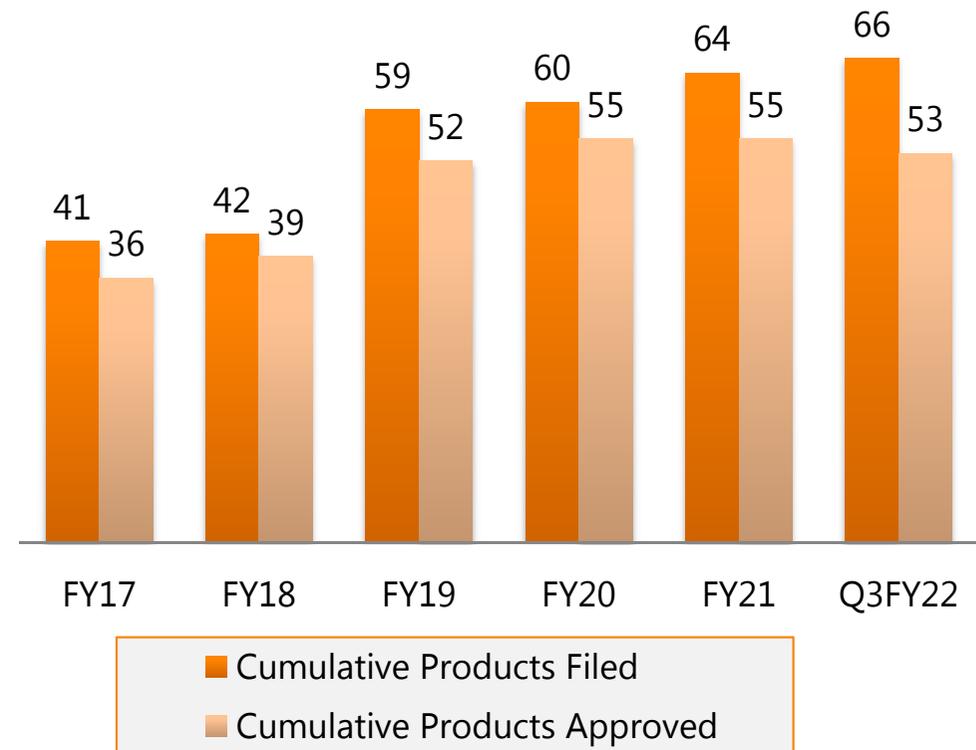
# ANDA & NDA Pipeline



## ANDAs Filed and Approved (Cumulative)

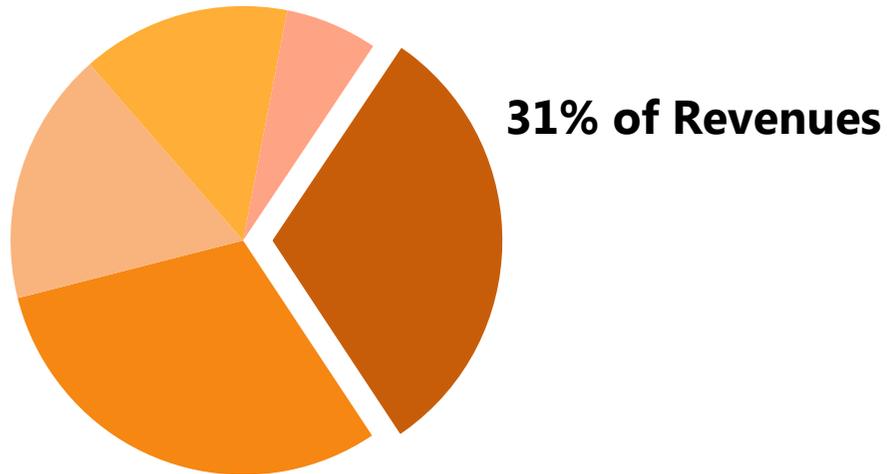


## NDA Filed and Approved (Cumulative)



(All data as of 31-Dec-2021)

# India Branded Generic Business



# India Business at a glance



## No. 1 in India

### Market Position\*\*

- No. 1 ranked with 8.2% market share

### Prescription Ranking##

- No. 1 ranked by prescriptions with 11 different classes of doctors

### Chronic Segment

- Market leader in the chronic segment

### Acute Segment

- Strong positioning in the acute segment

### Product Offering

- Specializes in technically complex products and offers a complete therapy basket

### Strong Brand Positioning\*\*

- 29 brands in the country's top 300 pharmaceutical brands

### De-risked Growth\*\*

- Top 10 Brands contribute approx. 19% of India revenues – low product concentration
- Growth driven by a basket of brands

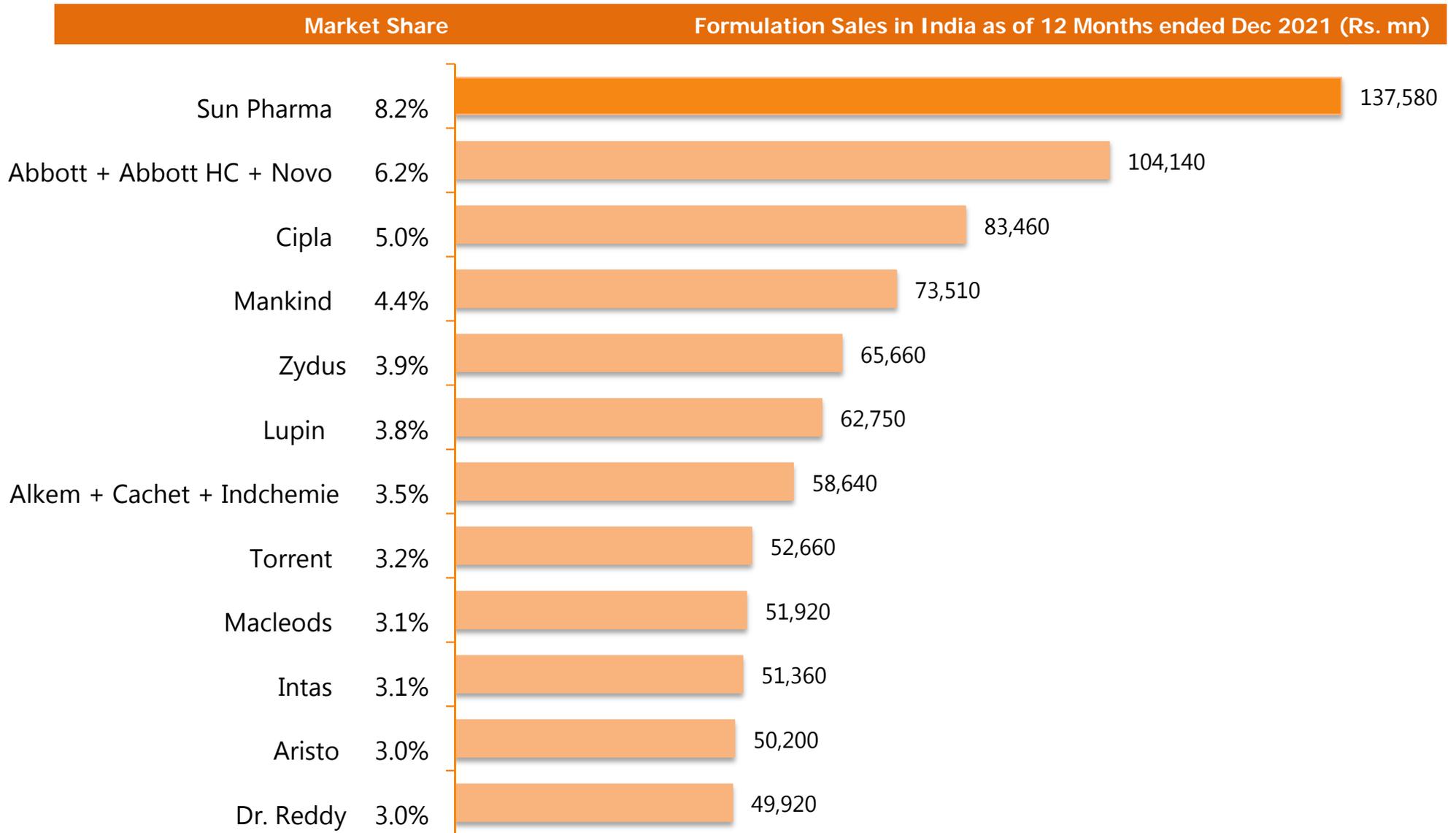
### Sales Strength

- 10,963 strong field force

\*\* - As per AIOCD AWACS data for 12 months ended Dec'21

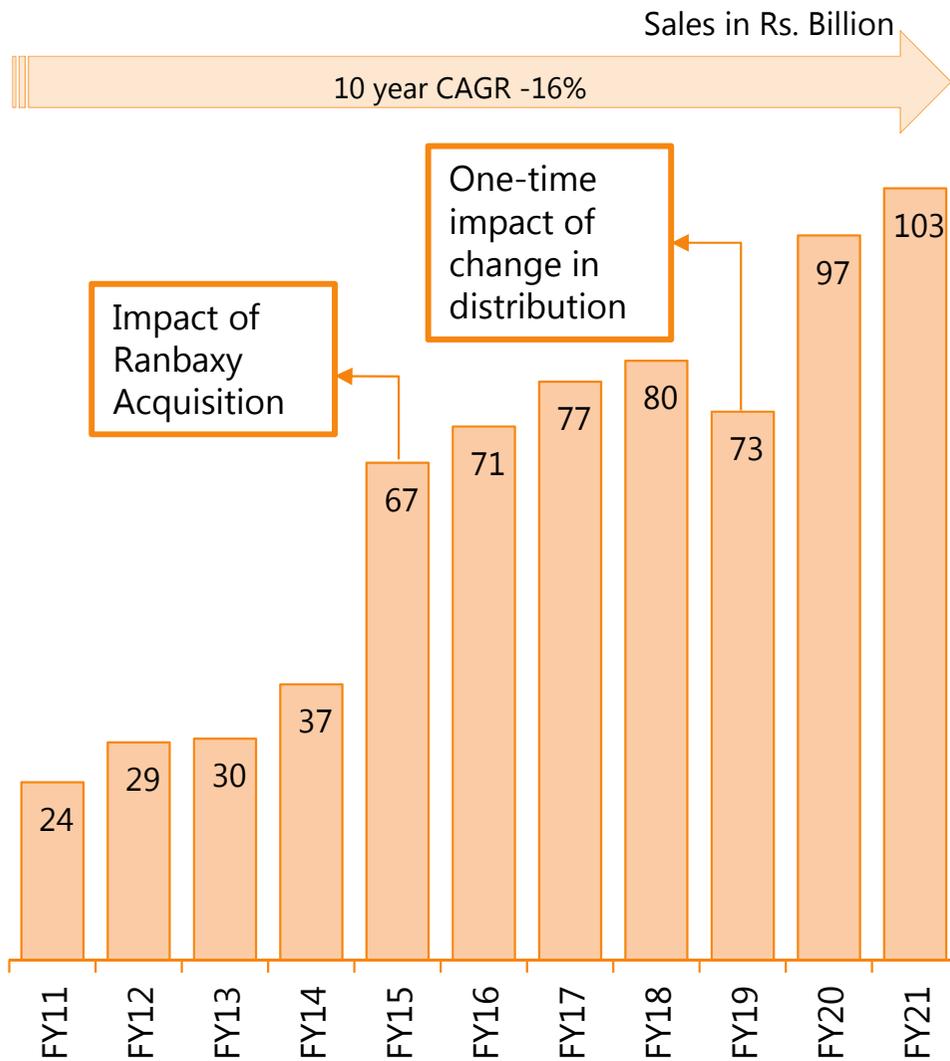
## - As per SMSRC data for Oct'21

# Largest Pharma Company in India

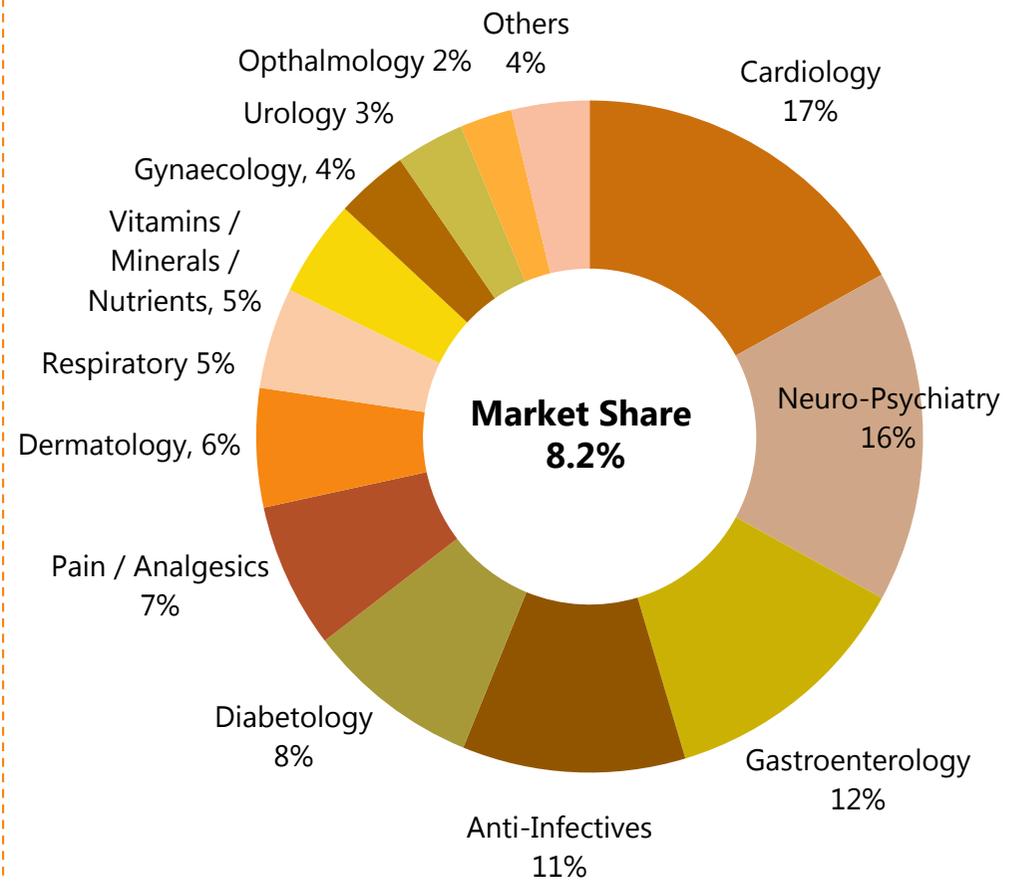


Source: AIOCD AWACS MAT Dec 2021

# India Business – Sales ramp-up



## Therapeutic Revenue Break-up\*\*



\*\* As per AIOCD AWACS – Dec'21

# Leadership in key therapeutic areas\*



Number 1 Ranking with 11 Doctor Categories\*

Specialist	Prescription Ranking				
	Oct '17	Oct '18	Oct '19	Oct '20	Oct '21
Psychiatrists	1	1	1	1	1
Neurologists	1	1	1	1	1
Cardiologists	1	1	1	1	1
Orthopaedic	1	1	1	1	1
Gastroenterologists	1	1	1	1	1
Diabetologists	1	1	1	1	1
Dermatologists	1	1	1	1	1
Urologists	1	1	1	1	1
Consulting Physicians	1	2	1	1	1
ENT	2	2	2	2	1
Chest Physicians	2	3	2	2	1
Nephrologists	1	1	1	2	2
Ophthalmologists	1	1	2	2	2

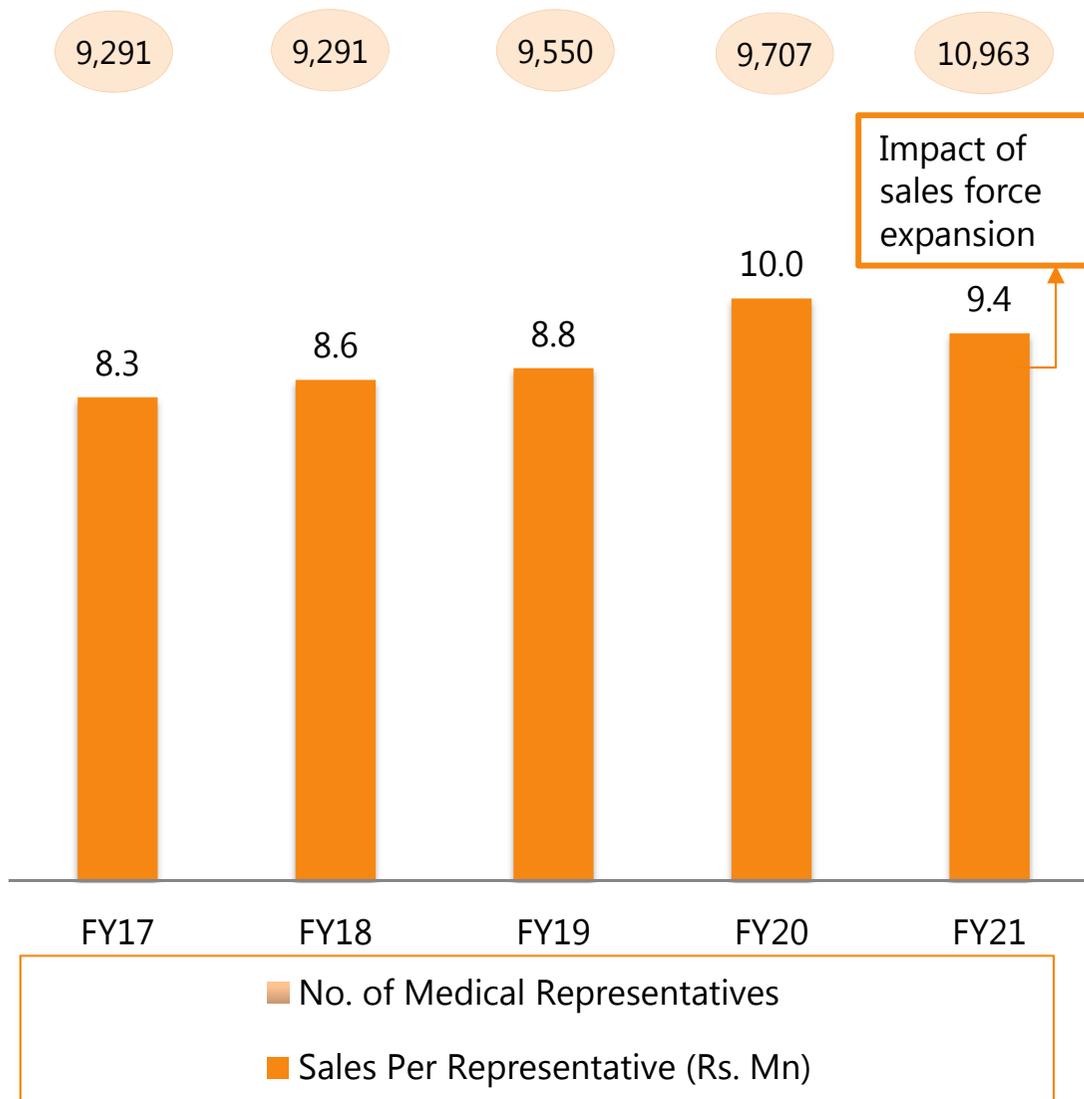
\*Ranks based on prescription share

Source-Strategic Marketing Solutions and Research Centre (SMSRC) Prescription Data

# Best-in-class field force productivity

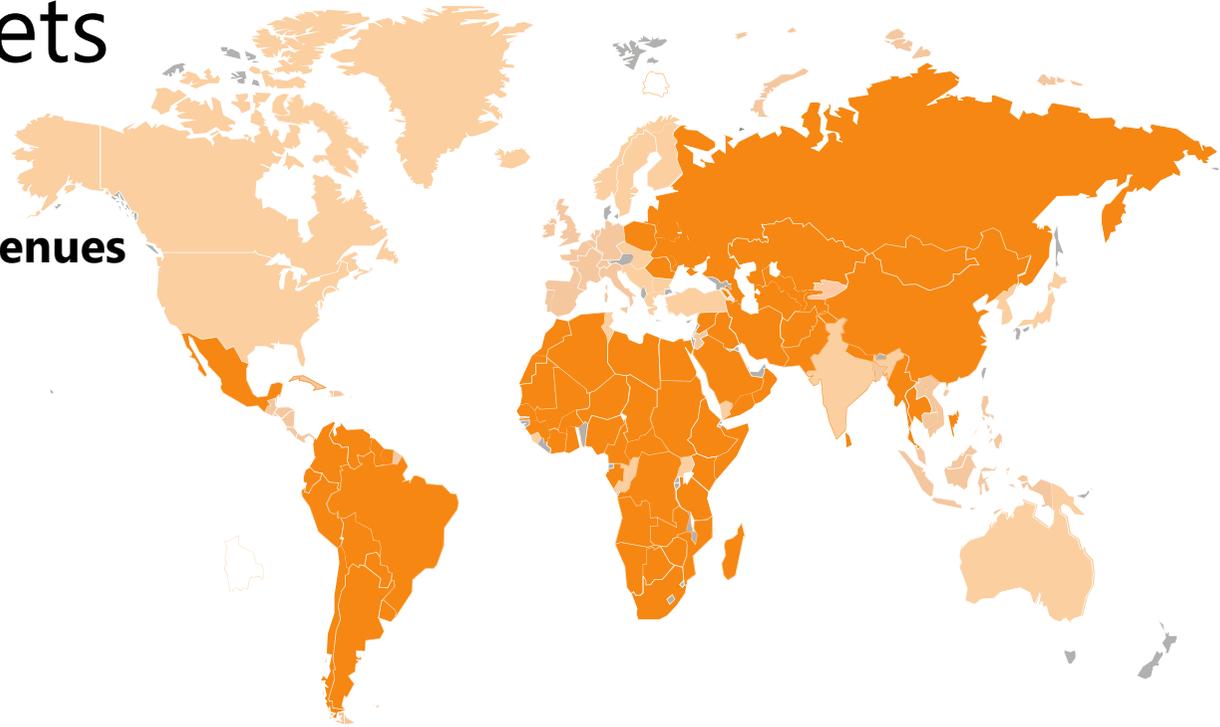
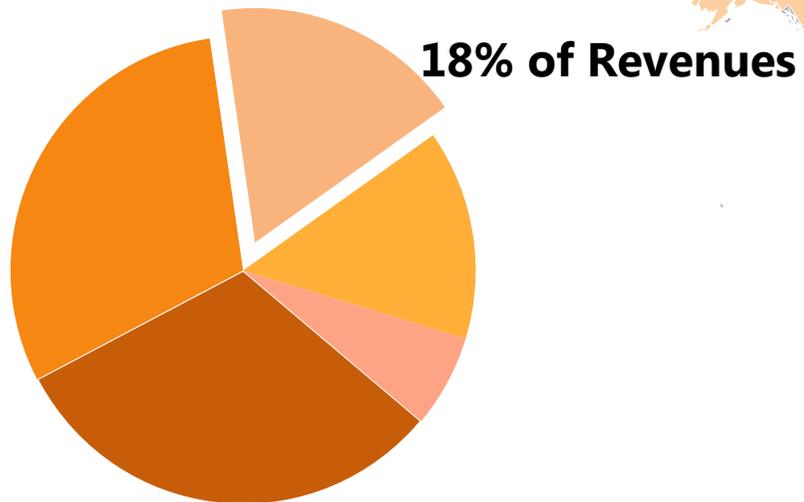


## Sales Per Medical Representative (Rs. Mn)



- Well trained and scientifically oriented sales representatives team with strong performance track record
- Field force with highest productivity amongst key players in India
- Expanded sales force strength in FY21 to enhance geographical & doctor reach and improve brand focus

# Emerging Markets



# Emerging Markets Business at a glance



Amongst the leading Indian Companies in Emerging Markets

Global footprint

- Presence in about 80 markets

Focus Markets

- Romania, Russia, South Africa, Brazil, Mexico and complementary & affiliated markets

Product Portfolio

- Extensive basket of branded products

Customer Focus

- Strong relationships with doctors and medical practitioners

Sales Force

- Approximately 2,200 Sales Representatives

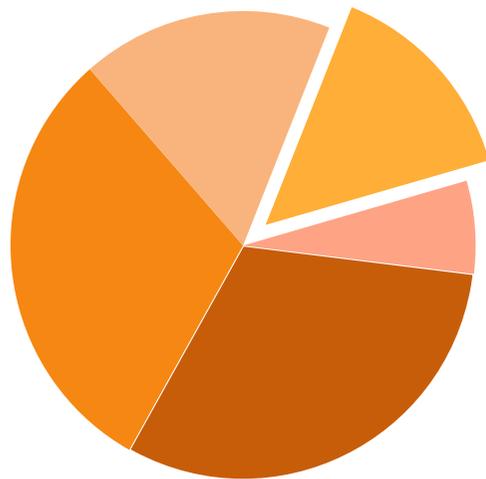
Opportunity

- Favourable macroeconomic parameters to drive pharmaceutical consumption in the long-term

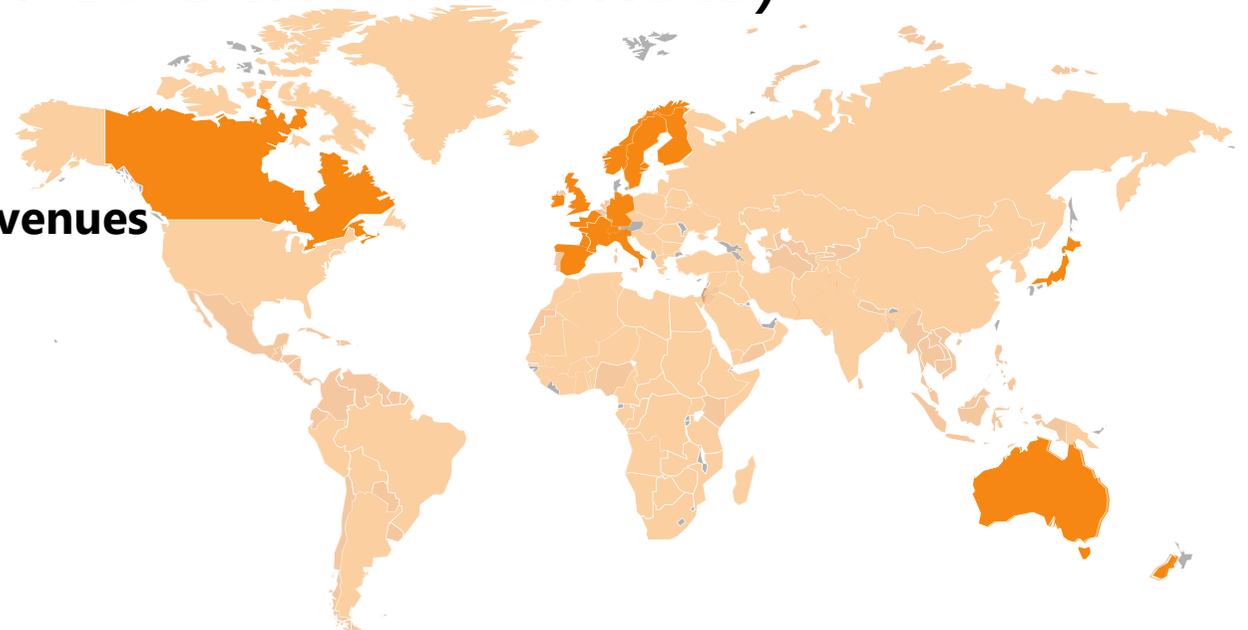
Local Manufacturing

- Across 7 countries

# Rest of World (Western Europe, Canada, Japan, ANZ, Israel & Other Markets)



**15% of Revenues**



# Rest of World Markets at a glance



## Amongst the leading Indian Companies

### Market Presence

- Across all major markets in Western Europe, Canada, A&NZ, Japan, Israel and other markets

### Product Portfolio

- Expanding basket of products including specialty brands, injectable & hospital products as well as products for retail market

### Focus

- Development and commercialization of complex generics and differentiated products to drive sustainable and profitable growth

### Sales Force

- Distribution led model
- Sales force for Specialty products

### Local Manufacturing

- At Canada, Japan, Australia, Israel and Hungary + supplies from India facilities

### Japan Presence

- Acquired 14 established prescription brands from Novartis in March 2016
- Acquired Pola Pharma in Japan in Jan 2019
- Launched Ilumya in Japan in September 2020

### Canada Presence

- Portfolio of generics and specialty products
- Specialty products - Launched Ilumya in October 2021 and Cequa in January 2022

# Global Consumer Healthcare Business



# Global Consumer Healthcare Business at a glance



## An Attractive Opportunity

India

- Amongst the top 10 consumer healthcare companies

Global Presence

- Presence in about 20+ countries

Focus Markets

- Romania, Russia, South Africa, Nigeria, Myanmar, Ukraine, Poland, Thailand, Belarus, Kazakhstan, Morocco, UAE and Oman

Strong Brand Equity

- Enjoys strong brand equity in 4 countries

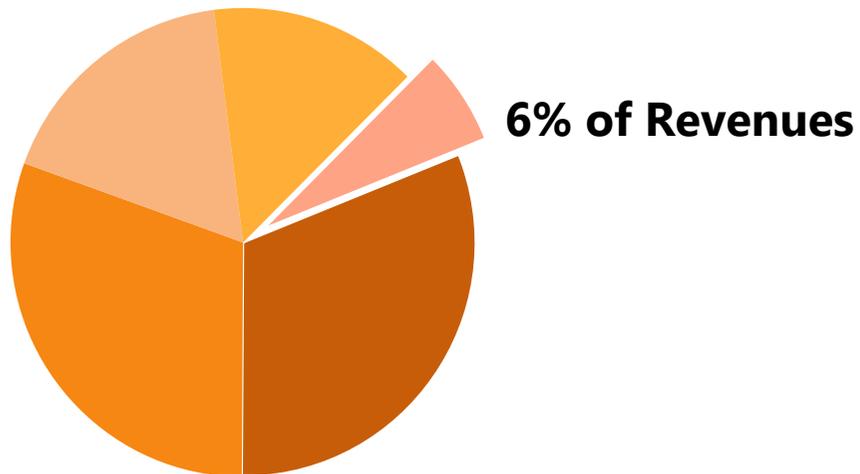
Sales Force

- Promoted through dedicated sales force in each market

Strong Positioning

- Amongst top 10 consumer healthcare companies in India, Romania, Nigeria & Myanmar

# Active Pharmaceutical Ingredients (API) Business



## Backward Integration – Strategic Importance

### Strategic Importance

- Backward integration provides cost competitiveness and supply reliability

### Customers

- Large generic and innovator companies

### Product Portfolio

- Approximately 370 APIs

### Pipeline Development

- Approx. 20-30 APIs scaled up annually

### Regulatory approvals

- 376 DMF/CEP approvals to date
- 485 DMF/CEP Filings to date

### Manufacturing

- Across 14 facilities

# Research & Development



# Research & Development



Cumulative R&D Spend of ~Rs. 209 billion to date

## R&D Spend

- R&D spend at 6.5% of sales for FY21
- Strong cash flows & large scale to support R&D investments

## Capabilities

- Capabilities in finished dosage development, biological support, chemistry and new drug development

## Organization

- Approx. 2,700 headcount globally with capabilities across dosage forms like orals, liquids, ointments, gels, sprays, injectables

## IPR Support

- Strong team of intellectual property experts supporting R&D

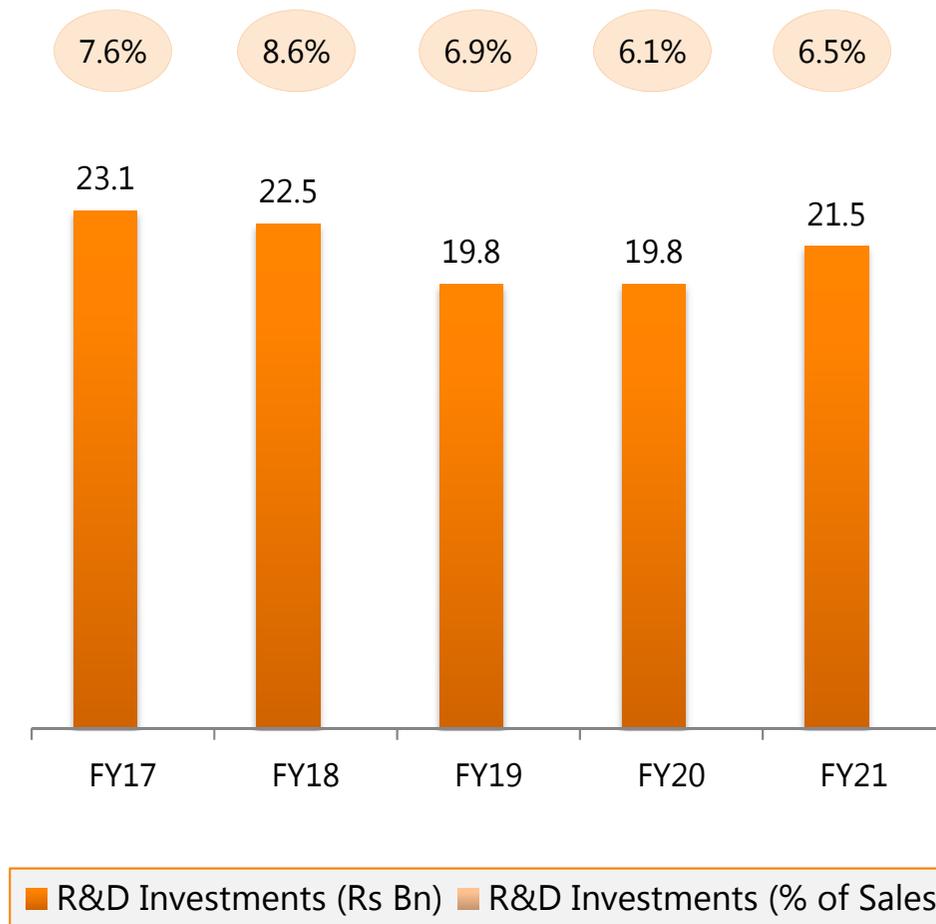
## Focus

- Developing non infringing formulations and development of specialty/complex products

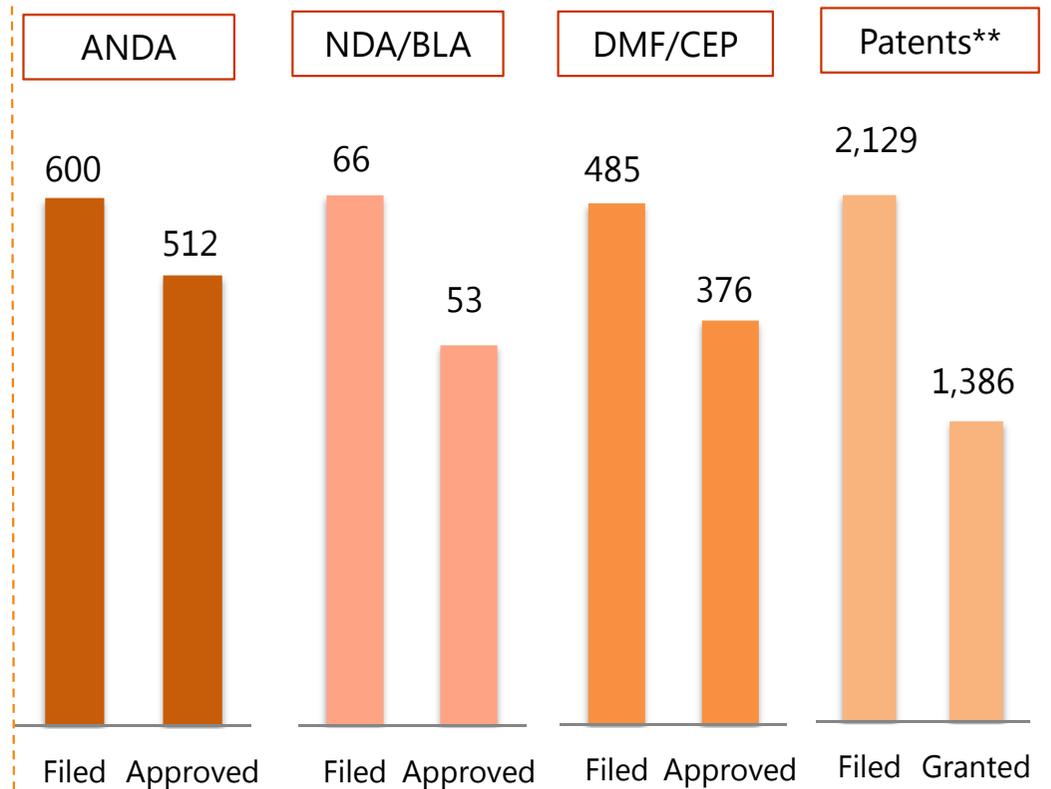
# R&D Investments



## R&D Investments



## Filings and Approvals



\*\* Excludes Expired/Abandoned Patents

(All data as of 31-Dec-2021)

# Global Manufacturing Presence



# Global Manufacturing Presence



## World Class Manufacturing Infrastructure

### Extensive Global Footprint

- 43 manufacturing facilities across India, the Americas, Asia, Africa, Australia and Europe

### Integrated Network

- Vertically integrated network across six continents enabling high quality, low cost and a quick market entry across the geographies

### Capabilities

- One of the few companies that has set up integrated manufacturing capability for the production of oncology, hormones, peptides and steroidal drugs

### High Quality

- High quality manufacturing facilities. Many facilities approved by US FDA, UK MHRA, EMEA and other international regulatory authorities

### Dosage Forms

- Ability to manufacture a variety of dosage forms – Orals, Creams, Ointments, Injectables, Sprays, Liquids

# Manufacturing Facilities

## 43 manufacturing sites

- Formulation
  - India : 15, US : 3
  - Canada, Japan, Hungary, Israel, Bangladesh, South Africa, Malaysia, Romania, Egypt, Nigeria and Russia : 1 each
  - Capacities available for a variety of finished dosages
- API
  - India : 9, Australia : 2, Israel : 1, US : 1, Hungary : 1

### Orals

- Tablets / Capsules
- Semisolids
- Liquids
- Suppository

### Injectables / Sterile

- Vials
- Ampoules
- Pre-filled Syringes
- Gels
- Lyophilized Units
- Dry powder
- Eye drops
- MDI
- Aerosols

### Topicals

- Creams
- Ointments

# Corporate Governance

Our philosophy on corporate governance envisages working towards high levels of transparency, accountability and consistent value systems across all facets of operations



## Chairman



### Israel Makov

Former President & CEO of Teva Pharmaceuticals Industries Ltd.

## Independent Director



### Gautam B. Doshi

Professional with expertise in M&A, Taxation, Accounting & Corp. and Commercial Laws.

## Independent Director



### Dr. Pawan Goenka

Former MD & CEO of Mahindra & Mahindra Ltd.

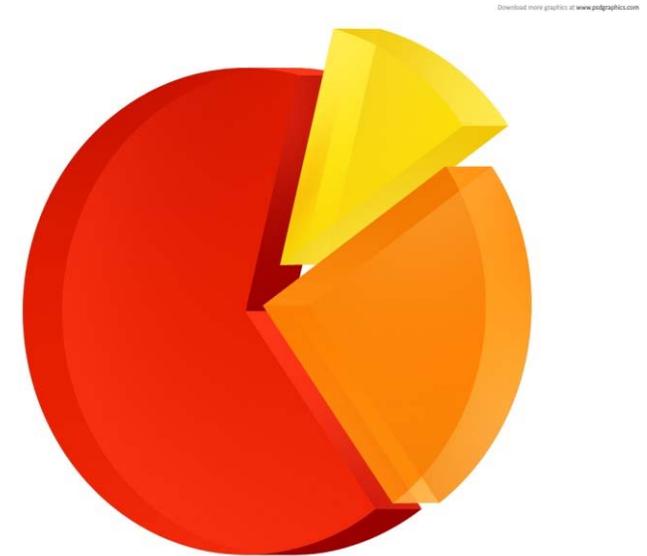
## Independent Director



### Rama Bijapurkar

Independent management consultant & Professor of Management Practice at IIM, Ahmedabad

# Financials



# Financials



Market Capitalisation Rs. 2,100 billion / US\$ 29 billion (as of 17<sup>th</sup> March 2022)

( All Figures in Rs. Mn )

	FY17	YoY	FY18	YoY	FY19**	YoY	FY20	YoY	FY21	YoY
<b>P&amp;L Summary</b>										
Sales	302,642	9%	260,659	-14%	286,863	10%	323,252	13%	332,331	3%
Gross Profit	221,335	3%	186,413	-16%	208,173	12%	230,947	11%	245,430	6%
EBITDA	87,751	16%	51,846	-41%	59,280	14%	64,774	9%	82,263	27%
Net Profit	69,644	53%	20,957	-70%	26,654	27%	37,649	41%	29,038	-23%
Net Profit (Adjusted)	69,644	33%	33,006 <sup>#</sup>	-53%	38,798 <sup>#</sup>	18%	40,256 <sup>#</sup>	4%	59,317 <sup>#</sup>	47%
R&D Spend	23,138	0%	22,489	-3%	19,847	-12%	19,739	-1%	21,499	9%
<b>BS Summary</b>										
Shareholders Funds	366,397	11%	383,141	5%	414,091	8%	452,645	9%	464,628	3%
Loan Funds	80,910	-3%	97,518	21%	98,934	1%	75,783	-23%	33,430	-56%
Net Fixed Assets	149,404	20%	157,110	5%	172,919	10%	175,858	2%	168,322	-4%
Investments	11,919	-35%	71,430	499%	79,030	11%	101,431	28%	96,125	-5%
Cash and Bank Balances	151,408	15%	99,290	-34%	72,760	-27%	64,876	-11%	64,455	-1%
Inventory	68,328	6%	68,810	1%	78,860	15%	78,750	0%	89,970	14%
Sundry Debtors	72,026	6%	78,150	9%	88,840	14%	94,212	6%	90,614	-4%
Sundry Creditors	43,954	23%	47,660	8%	41,480	-13%	35,836	-14%	39,737	11%

# FY18 - Adjusted for Rs. 12.1 bn provision related to Modafinil settlement & deferred tax adjustment

# FY19 - Adjusted for Rs. 12 bn provision related to Modafinil settlement

\*\*FY19 - Includes a one-time sales reduction of Rs. 10,850mn related to change in distribution for India business

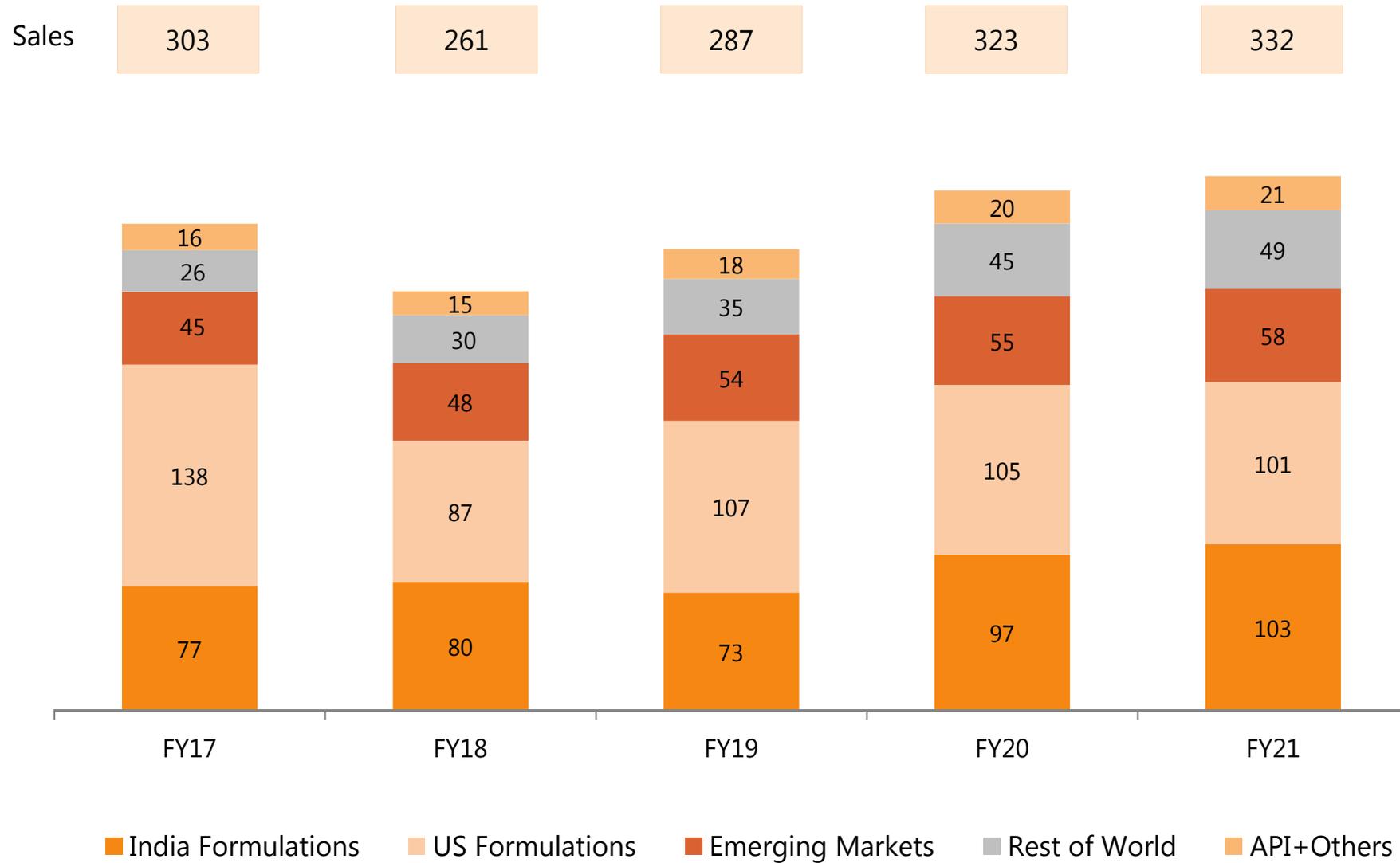
# FY20 - Adjusted for Rs. 2.6 bn provision (related to Dusa US DoJ settlement of Rs. 1.6 bn and Indirect Tax provision of Rs. 1.0 bn in India)

# FY21 - Adjusted for Rs. 30.3 bn provision (related to Taro US – DOJ & MDL settlement Rs. 42.2, Rs. 0.9 bn provision related to UK Citalopram case, Rs. 4.1 bn related to deferred tax gain. Taro provisions are adjusted for minority interest)

# Sales Break-up



**In Rs Billion**



# EBITDA Trend



**In Rs Billion**

Sales

303

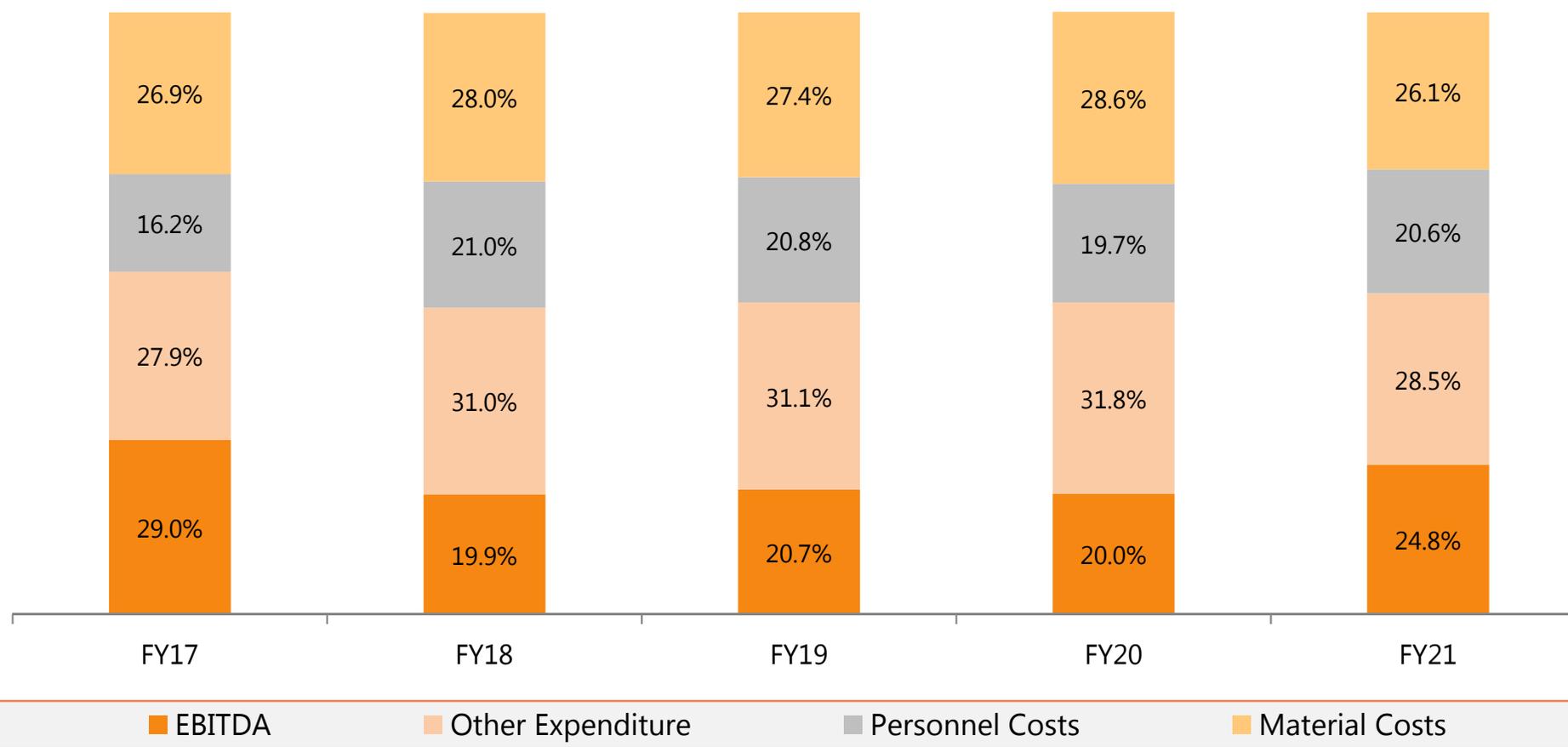
261

287

323

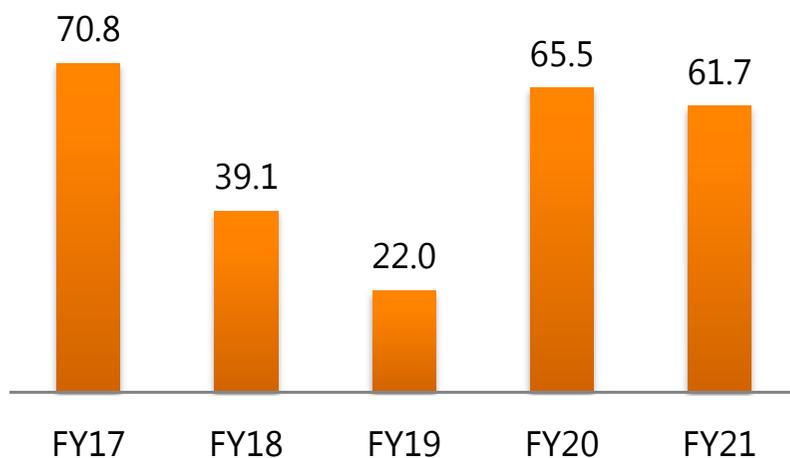
332

% of Sales

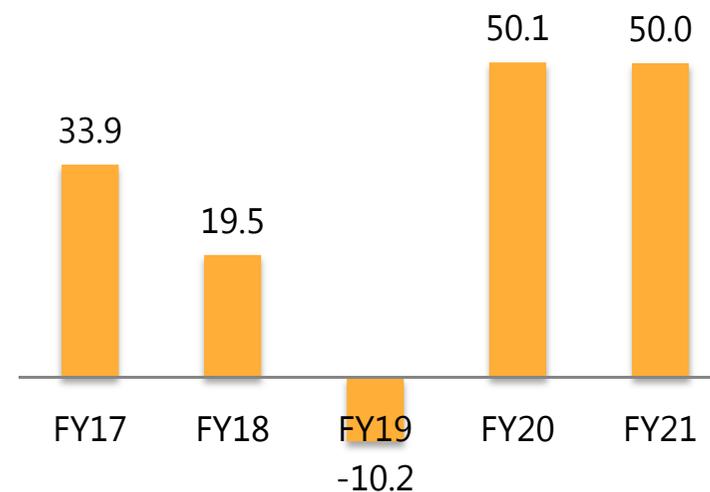


# Cash Flow & Debt

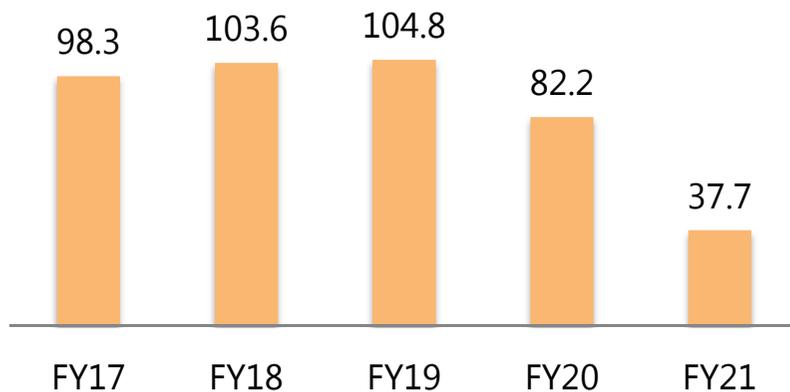
## Net Cash From Operating Activities (Rs. Bn)



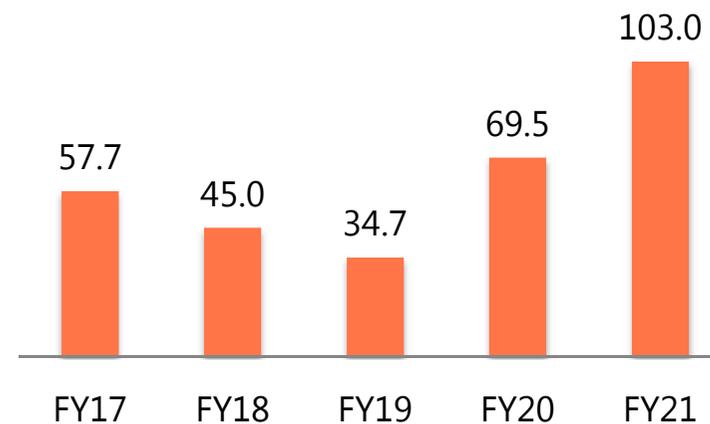
## Free Cash Flow (Rs. Bn)



## Gross Debt (Rs. Bn)



## Net Cash (Excluding Debt) (Rs. Bn)



# Financial Ratios



	FY17	FY18	FY19**	FY20	FY21
<b>Growth (%)</b>					
Sales	8.5	(13.9)	10.1	12.7	2.8
Gross Profit	2.7	(15.8)	11.7	10.9	6.3
EBITDA	16.1	(40.9)	14.3	9.3	27.0
Net Profit	53.2	(69.9)	27.2	41.3	(22.9)
Net Profit (Adjusted)	33.1	(52.6) <sup>#</sup>	17.5 <sup>#</sup>	3.8 <sup>#</sup>	47.4 <sup>#</sup>
<b>Margins (%)</b>					
Gross Margin	73.1	71.5	72.6	71.4	73.9
EBITDA Margin (%)	29.0	19.9	20.7	20.0	24.8
Net Margin	23.0	8.0	9.3	11.6	8.7
Net Margin (Adjusted)	23.0	12.7 <sup>#</sup>	13.5 <sup>#</sup>	12.5 <sup>#</sup>	17.8 <sup>#</sup>
<b>Return (%)</b>					
ROCE	21.8	11.1	11.8	11.0	13.5
ROE	19.8	8.7	9.4	9.1	12.5
<b>Others</b>					
Debt / Equity	0.22	0.25	0.24	0.17	0.07
Fully Diluted EPS	28.9	8.7	11.1	15.7	12.1
Fully Diluted EPS (Adjusted)	28.9	13.8 <sup>#</sup>	16.2 <sup>#</sup>	16.8 <sup>#</sup>	24.7 <sup>#</sup>
<b>R&amp;D Spend % of Net Sales</b>					
Revenue	7.1	7.9	6.6	6.0	6.4
Capital	0.6	0.7	0.3	0.1	0.1

<sup>#</sup> FY18 - Adjusted for Rs. 12.1 bn provision related to Modafinil settlement & deferred tax adjustment

<sup>#</sup> FY19 - Adjusted for Rs. 12 bn provision related to Modafinil settlement

<sup>\*\*</sup>FY19 - Includes a one-time sales reduction of Rs. 10,850mn related to change in distribution for India business

<sup>#</sup> FY20 - Adjusted for Rs. 2.6 bn provision (related to Dusa US DoJ settlement of Rs. 1.6 bn and Indirect Tax provision of Rs. 1.0 bn in India)

<sup>#</sup> FY21 - Adjusted for Rs. 30.3 bn provision (related to Taro US – DOJ & MDL settlement Rs. 42.2, Rs. 0.9 bn provision related to UK Citalopram case, Rs. 4.1 bn related to deferred tax gain. Taro provisions are adjusted for minority interest)

# Key Financials Q3 & 9m FY22



( All Figures in Rs. Mn )

	Q3 FY22	Q3 FY21	CHANGE	9m FY22	9m FY21	CHANGE
Gross Sales	98,142	88,088	11.4%	290,403	247,693	17.2%
Gross Profit	71,736	64,754	10.8%	212,284	183,200	15.9%
Gross Margin	73.1%	73.5%		73.1%	74.0%	
EBITDA	25,574	23,782	7.5%	78,900	62,371	26.5%
EBITDA Margin	26.1%	27.0%		27.2%	25.2%	
Net Profit	20,588	18,524.8	11.1%	55,500	20,097	176.2%
Net margin	21.0%	21.0%		19.1%	8.1%	
Net Profit (Adjusted)	20,588	18,524.8	11.1%	60,851 <sup>#</sup>	45,887 <sup>#</sup>	32.6%
Net margin (Adjusted)	21.0%	21.0%		21.0%	18.5%	
R&D	5,471	5,595	-2.2%	16,761	15,928	5.2%
R&D as % of Net Sales	5.6%	6.4%		5.8%	6.4%	
EPS (Diluted) INR	8.6	7.7	11.1%	23.1	8.4	176.2%
EPS (Diluted) INR (Adjusted)	8.6	7.7	11.1%	25.4 <sup>#</sup>	19.1 <sup>#</sup>	32.6%

*# 9m FY22 - Adjusted for Rs. 5.3 bn provision (related to (i) US MDL (Taro) =Rs. 4,425 mn (ii) write down of a manufacturing facility=Rs. 382 mn (iii) Dexasite impairment=Rs. 1,503 mn. Taro provisions are adjusted for minority interest)*

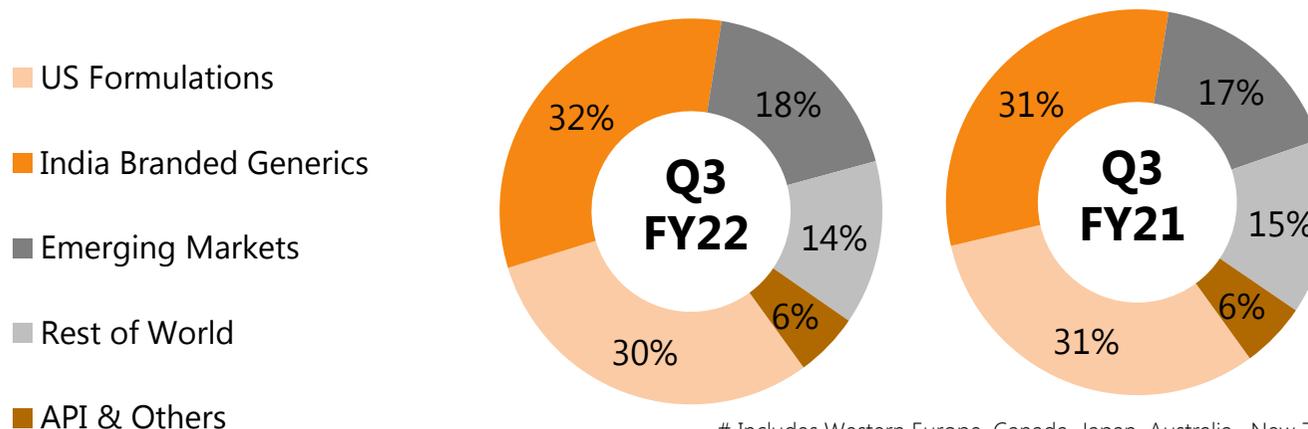
*# 9m FY21 - Adjusted for Rs. 28 bn provision (related to US DOJ (Taro) = Rs. 36,333 mn.) & adjusted for Rs. 2.2 bn provision (related to deferred tax gain (Taro) = Rs. 2,883 mn.) Taro provisions are adjusted for minority interest.*

# Sales Breakup Q3 & 9m FY22



( All Figures in Rs. Mn )

	Q3 FY22	Q3 FY21	CHANGE	9m FY22	9m FY21	CHANGE
<b>Formulation</b>						
India	31,676	27,528	15.1%	96,637	76,724	26.0%
US	29,718	27,629	7.6%	84,491	73,933	14.3%
Emerging Markets	17,899	15,073	18.8%	51,957	43,825	18.6%
ROW#	13,532	12,991	4.2%	41,138	36,788	11.8%
<i>Sub-total</i>	<b>92,824</b>	<b>83,220</b>	<b>11.5%</b>	<b>274,223</b>	<b>231,269</b>	<b>18.6%</b>
ÀPI	4,710	4,505	4.6%	14,218	15,147	-6.1%
Others	608	363	67.4%	1,963	1,278	53.6%
<b>Gross Sales</b>	<b>98,142</b>	<b>88,088</b>	<b>11.4%</b>	<b>290,403</b>	<b>247,693</b>	<b>17.2%</b>



# Includes Western Europe, Canada, Japan, Australia, New Zealand and other markets

# Key Milestones targeted for future



## US Business

- Enhance share of specialty/branded business
- Continue to focus on complex generics and high entry barrier segments
- Ensure broad product offering to customers across multiple dosage forms

## India Business

- Focus on productivity enhancement
- Maintain leadership position in a fiercely competitive market
- Continuously innovate to ensure high brand equity with doctors
- Continue to evaluate in-licensing opportunities for latest generation patented products

## EM & RoW Business

- Gain critical mass in key markets
- Enhance product basket in emerging markets
- Focus on profitable growth

## Global Consumer Healthcare

- Maintain leadership in existing markets through focus on innovative solutions
- Enhance presence in high growth markets

# Key Milestones targeted for future



## Sustainability

- Unwavering focus on Sustainability, built on a legacy rooted in caring for people, communities and the planet.
- Committed to Governance, Community Upliftment, Access to Affordable Healthcare & Environment Conservation

## R&D

- Focus on developing complex products across multiple dosage forms
- Invest to further build the specialty pipeline

## Regulatory/ Quality

- Ensuring 24x7 compliance to cGMP
- Continuously enhance systems, processes, human capabilities to ensure compliance with global regulatory standards

## Financial

- Target sustainable and profitable growth
- Focus on improving overall return ratios

# Sun Pharma at a glance



4<sup>th</sup> Largest Global Specialty Generic Company\*

US

- Ranked 9<sup>th</sup> in US Generics Market<sup>##</sup>

India

- No. 1 Pharma Company in India

Emerging Markets

- Amongst the largest Indian Pharma Company in Emerging Markets

Rest of World

- Expanding presence in Rest of World

Manufacturing Footprint

- 43 manufacturing sites across the world

Market Presence

- Presence in more than 100 countries across branded and generic markets

Employees

- 37,000+ global employee base

Quality Compliance

- Multiple manufacturing facilities approved by various regulatory authorities across the world including USFDA

R&D and Manufacturing

- Capabilities across dosage forms like injectables, sprays, ointments, creams, liquids, tablets and capsules

Addressable Segments

- Specialty products, branded generics, complex generics, pure generics & APIs

\*Source: Evaluate Pharma Estimates for 12 months ended Dec 2020

<sup>##</sup> Source: IQVIA data for 12 months ended Dec 2021



# Thank You!

**For more information please contact:**

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